A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 31, 1966

1966
George S. Moore

1965
Thomas J. Watson, Jr.

1964
David Rockefeller

The Dollar Award

for distinguished contribution to advancement of foreign trade

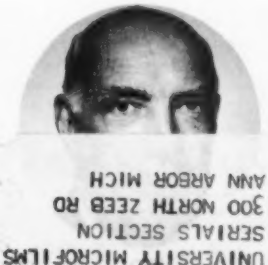
1963
James A. Farrell, Jr.

1962
William E. Knox

1961
J. Peter Grace

1960
Henry W. Balgooyen

1959
Samuel C. Waugh



1956
William S. Swingle

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300 NORTH ZEEB RD
ANN ARBOR MICH

International Trade Winds Newsletter

Company News

FINANCE—Walter E. Heller & Co., Chicago, has opened its seventh foreign subsidiary, Heller Factoring, S.A. with headquarters in Brussels, Belgium. The new firm is owned jointly by Heller and the Belgian firm of Les Assurances de Credit. The Belgian subsidiary is the second established this year by Heller, the other operating in France.

COAL PROCESSING—Heyl & Patterson, Inc., Pittsburgh, has licensed the British firm of Sturtevant Engineering Co., Ltd., with headquarters in London, to market and manufacture fluid bed dryers designed by the U.S. firm. The license assigns to the British company exclusive rights to erect driers in England, France, Australia, South Africa, and Spain.

HOTEL MANAGEMENT—Inter-Continental Hotels, New York, will lease two hotels in Accra, Ghana, starting Jan. 1, 1967, in cooperation with State Hotels Corp., Accra. The Ambassador Hotel has been the Ghanaian capital's leading hotel since its completion in the late 1950's, and the Continental Hotel will be completed shortly.

POWER TOOLS—Rockwell Manufacturing Co., Pittsburgh, has purchased a one-third interest in Wolf Sales, Ltd., Sydney, Australia, the Australian selling associate of Wolf Electric Tools, Ltd., London. The Australian firm will market and service Rockwell's entire line of stationary and portable electric and pneumatic tools, and will also assemble and partially manufacture some tools. Rockwell also manufactures tools in Canada, France, Germany, South Africa, and India.

DATA PROCESSING—IBM United Kingdom, Ltd., a subsidiary of IBM World Trade, Inc., New York, has announced plans for a new 150,000 square foot manufacturing plant at Havant, England, for the production of advanced computer memory systems. The new plant is close to the company's laboratory at Hursley, which is a development center for advanced computer technology and devices.

"Our distributor reports eight certain sales, $60,000, as a result of our show," reports William Hargrave of Perkin-Elmer and Coleman Instruments after a recent 'between-the-shows' exhibit in the Tokyo Trade Center. Any representatives of U.S. companies in the six trade center cities may request between-the-shows space for their private promotions. One in Frankfurt recently paid off in more than $2 million of orders.

Because all other space in the London Trade Center was booked or in use a conference room at the rear of the third floor was made available to Huggins Laboratories, makers of non-destructive testing equipment. Huggins sold $65,000 worth of equipment in five days.

"In the first two hours here we had more inquiries than at an entire similar fair last year," reported a recent exhibitor in the Milan Trade Center. This is the payoff of intensive pre-show market promotion by Trade Center staff members, working with exhibiting companies.

Thirteen U.S. Trade Missions, the largest number ever sent abroad in any one season, are now hard at work. Ten of the missions have been organized by State and private industrial groups. Only a month remains for U.S. companies to complete their business proposals for the Ghana, Congo and Zambia Trade Mission. The Mission starts work in Ghana February 1.

We'll back the verdict of a new Africa Marketing Guide that the nations of that continent are among the fastest growing markets anywhere, and particularly hungry for U.S. capital goods. The guide is free at any office of Pan American World Airways or Farrell Lines, who worked together in publishing it.

How to gauge the value of U.S. Sample Display Centers, now in operation at Manila, Bangkok, Beirut and Nairobi? Take Nairobi's record. It put a third of its first 73 exhibiting companies in contact with agents, some already signed, others in process. Meanwhile that area's market for U.S. goods is jumping--up 35% in the first year after the Nairobi center opened. Sample center display space, advertising, personnel service, etc., is all free; shipping costs from U.S. plant to site represent the only company outlay.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The twenty nine winners of the Captain Robert Dollar Award reflect recent history in U.S. international trade. Statesmen, bankers, shippers and government executives are among those honored by the National Foreign Trade Council, which has selected the winners and presented the annual award each year since its inception in 1937. Brief biographies of previous winners as well as information about the 1966 winner appear in the article beginning on page 6.

October 31, 1966

Volume 72
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International Commerce

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NFTC's Captain Robert Dollar plaque recipients range through government, banking, shipping and industry, mirror our times

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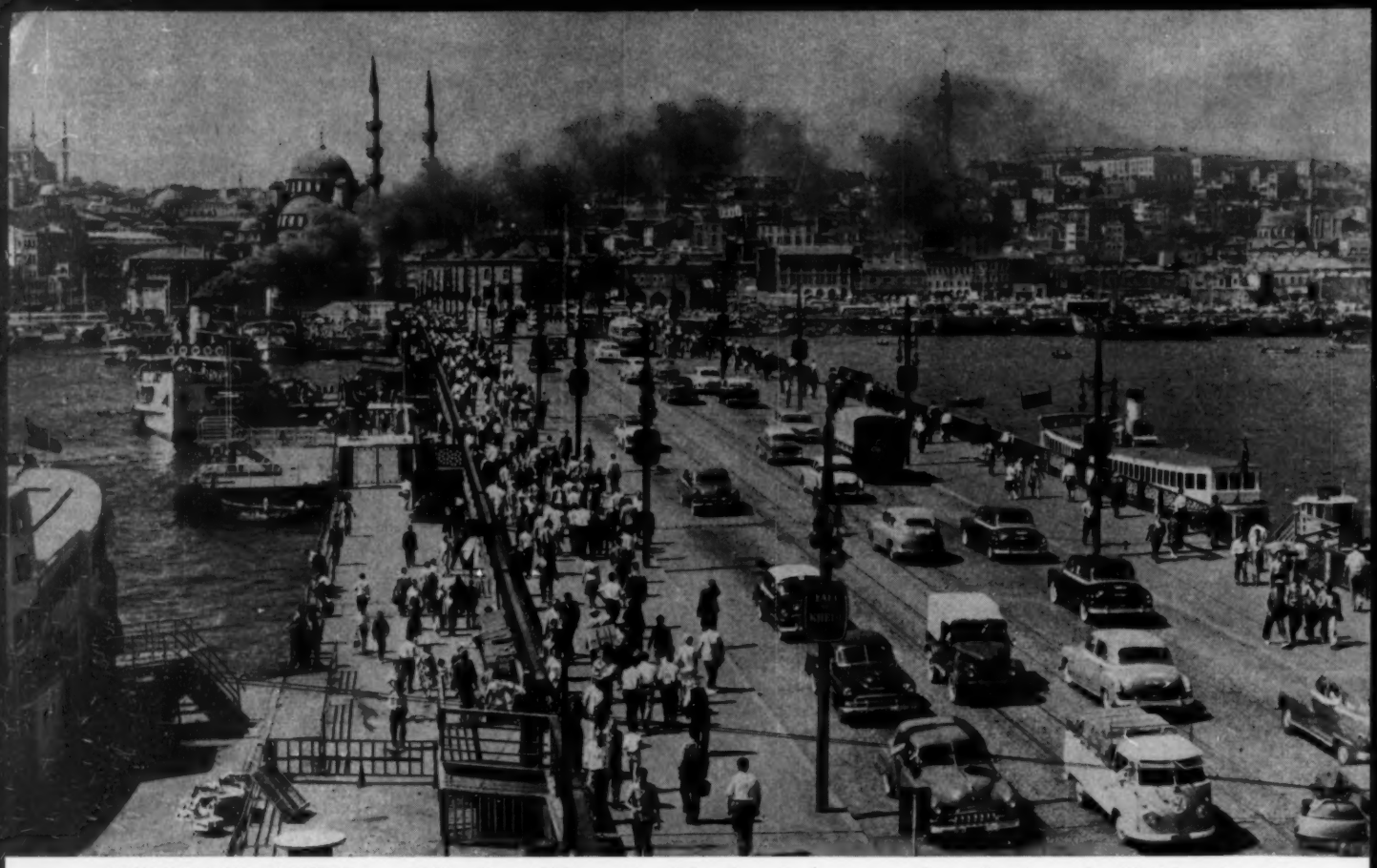


ISTANBUL'S BUSY MARKETERS cross Golden Horn which separates Galata from city proper, one of several centers to be visited by spring mission.

MID-APRIL MISSION

Traders to talk in Turkey

U.S. group will look for business in Ankara, Adana, Izmir, Istanbul, other centers

A U.S. Industrial Expansion Mission will search for business opportunities in Turkey next spring.

Five businessmen, all experts in their fields of industrial specialization, will be accompanied by two Commerce Department officials, one serving as the Mission's Director, the other as its Development Officer.

Starting its work in Ankara on April 15, 1967, the Mission will proceed to Adana and Izmir and conclude its activities in Istanbul on May 13. In each of these cities, the Mission will operate a Business Information Center, where local businessmen can discuss proposals with individual Mission members. U.S. firms interested in doing business with Turkey are invited to submit their proposals, as outlined in the accompanying article.

Visits by selected members of the group to other business centers in Turkey also will be scheduled. Meetings with decision-making Government officials in the economic sector and with trade organizations such as chambers of commerce, coupled with visits to plants and other targets of industrial or agricultural interest, will afford the Mission additional background for evaluating the opportunities for—and detriments to—the development of trade and establishment of industrial enterprises.

To seek partnerships

The group, upon its return to the States, will publish its findings and recommendations in INTERNATIONAL COMMERCE for the benefit of the U.S. business community, and will hold several conferences to furnish additional first-hand knowledge of the trade and investment opportunities it has identified.

Businessmen, market observers, and Government officials polled in Turkey and in the United States feel that this Mission will be mutually beneficial to the economies of both countries and that, in particular, a Mission designed to contribute to the further industrialization of Turkey would be useful.

The Mission will to a large extent seek opportunities leading to Turkish-American partnerships. While every effort will be made to locate direct sales possibilities, Turkey's limited foreign exchange availability indicates that development of joint ventures and licensing partnerships will be the more fruitful pursuit.

Tourism is one of the fields offering great immediate potential. Despite Tur-

key's excellent climate, the natural beauty of its Mediterranean, Aegean and Black Sea areas, its world-renowned history and architecture, and a gracious and stimulating people, Turkey so far is just beginning to tap her tourism potential.

Promise for joint ventures in mining is offered by the country's metal and mineral wealth, and for food-processing by her fertile soil and long growing season. Opportunities also exist for metalworking and light industry partnerships.

U.S. businessmen interested in volunteering their services as members of the Mission and who qualify in the areas of specialization described in the following paragraphs are invited to make their availability known to the Bureau of International Commerce, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230 or to any of the Department's Field Offices:

Area and investment development. Experience in the evaluation of local resources and in presentation of pertinent findings to the U.S. business community. Knowledgeable in completion of arrangements to create hotel and related facilities and of U.S. companies interested in establishing and equipping same.

Metal and mineral mining and processing. Familiarity with the latest techniques and U.S. machinery required to mine and process a variety of metals and minerals, such as copper, lead, manganese, chromite, mercury, iron, coal and natural gas.

Food-Processing. Expertise in the most modern canning, freezing and dehydration processes for all types of foodstuffs, and cognizance of the most modern U.S. machinery employed in processing and packaging meat, fish fruits, vegetables.

General industrial machinery. Knowledge of a large range of machinery and equipment used in light industry and small-scale industry enterprises, such as chemicals, plastics, textile and leather goods. Ability to advise on product development as well as pricing and marketing, and to identify U.S. sources of supply.

Metalworking machinery. Familiarity with machinery and equipment for metal casting, forming, stamping and machining. Ability to explain production methods and demonstrate competitive advantages of U.S. machinery and equipment.

Applicants for membership in this Mission should also describe their experience in international transactions, particularly joint ventures and/or licensing, as at least one member should possess this qualification.

U.S. companies invited to submit offers for Turkish businessmen to consider

Proposals must be sent to Mission Director in Washington by Feb. 28 for inclusion in booklet to be distributed before group's arrival

U.S. companies with a product or service to offer or those wishing to enter into other business arrangements with Turkey are invited to send in their proposals.

The proposals should be received in Washington by Feb. 28, 1967. They will be summarized, without divulging the company's identity, in booklets which will be distributed throughout Turkey before the mission's arrival.

The detailed proposals themselves will be sent to the Mission's Business Information Centers in Turkey to furnish background, in addition to the summary booklets, for individual interviews between Mission members and Turkish businessmen.

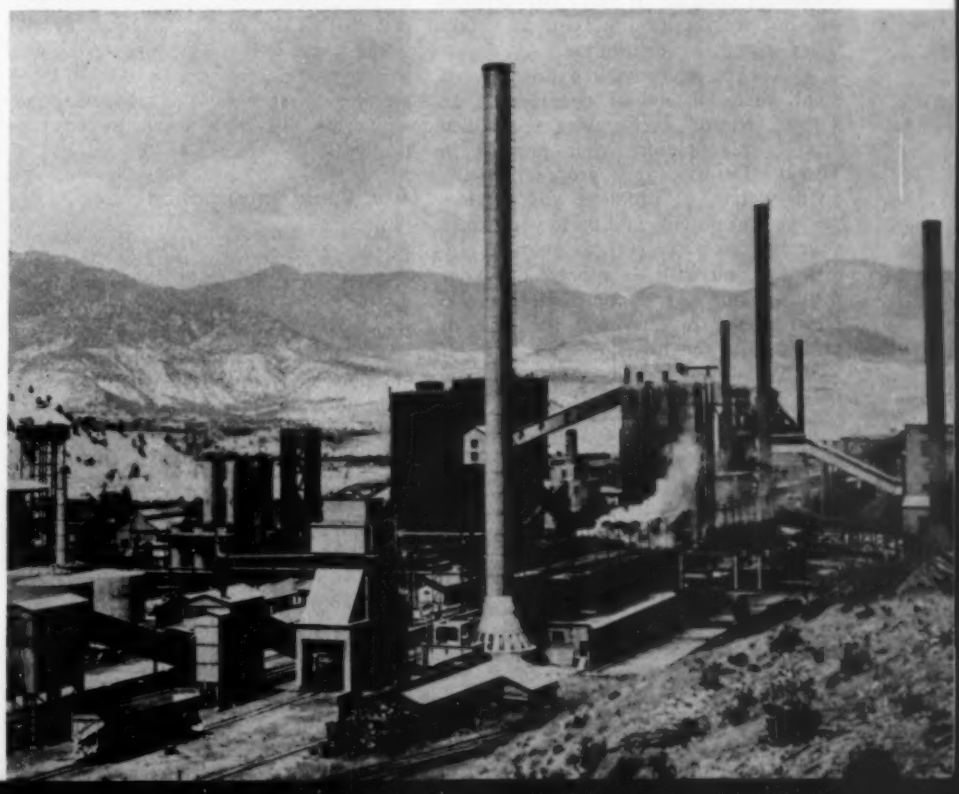
Identification of the submitting firm will take place only after the American interviewer has satisfied himself of a bona fide interest on the part of the interviewed company or individual. In that case, the interviewee will be asked to get in touch with the U.S. firm whose proposal is found to be of interest. In addition, the submitting U.S. company will be provided with the name(s) of the interested Turkish firm(s), so that the American company may take the initiative. World Trade Directory Reports on the Turkish firms will be available.

How to do it

To submit a proposal, describe it on your letterhead stationery and send it in duplicate to the Director, U.S. Industrial Expansion Mission to Turkey, BIC-916, Department of Commerce, Washington, D.C. 20230. In your proposal letter, cover the following points:

- What product or service do you wish to offer?
- Do you wish to sell directly to the end-user, or to appoint an agent or distributor? Describe the arrangement you desire. Indicate whether a definite distributorship or agency should be preceded by a trial period, whether you are prepared to grant exclusive representation, whether your representative should be precluded from offering competing lines, and whether renewal of

KARABUK STEEL MILL in Turkey helps provide for increasing needs of country's rapid industrialization.



Market profile—Turkey

Area: 296,500 square miles, a little larger than Maine and Texas.

Climate: Temperate, with coastal areas warmer than interior. Little rain except November through May.

Population (1965 census, preliminary figure): 31 million. Labor force, 15 million; about 12 million in agriculture, 650,000 in manufacturing, 350,000 in trade.

Principal cities: Istanbul, 1.75 million; Ankara (capital), 900,000; Izmir, 420,000.

Language: Turkish. English, French, German widely known in business circles.

Income (1965): Gross national product, roughly $7.6 billion; growth rate in constant prices, about 5.1% compared with 4.3% in 1964.

Currency: Turkish lira; TL 9=US$1.

Agriculture: Main crops—cotton, tobacco, sugar beets, raisins, wheat, nuts, potatoes.

Industry: More than 33% state-owned and operated. Main industries—cement, iron and steel, textiles, fertilizers, rubber goods, light consumer goods.

Development program: Five-year plan, 1963-67. Targets for 1966 include increases of 7% in GNP, 4% in per capita income, 9.4% in total investment.

Transportation: 5,000 miles of rail and 37,000 miles of roads connect most principal cities. Major international airport near Istanbul.

Imports: 1965, $572 million; 1964, $537 million. Principal suppliers: United States, 28.3%; West Germany, 15%; United Kingdom, 10%; Italy, 6%. Major imports: machinery, iron and steel, chemicals, rubber, vehicles.

Exports: 1965, $459 million; 1964, $411 million. Principal markets: United States, 18%; West Germany, 16%; United Kingdom, 9%; Italy, 7%. Major exports: tobacco, cotton, fruits, nuts, sugar.

Trade policy: Very restrictive due to shortage of foreign exchange. Investment goods and raw materials receive preferential treatment.

the contract is to be contingent upon your distributor or agent sustaining annual minimum volumes of sale. The Mission will not seek a substitute for an established agent or distributor.

- Are you interested in a direct investment, financial and/or operational? In a joint venture? In licensing a qualified firm to manufacture your product in Turkey? Describe your proposal briefly, giving details of products and services you plan to provide and those you expect your foreign partner(s) to provide.
- Do you wish to import? For your own account? As a commission agent? Describe the product and the type of arrangement sought.
- What type of firm is best qualified to transact your business?

Each submission is to cover one proposal only; if you wish to send in additional proposals, submit information for each separately. Similarly, if you represent several firms, submit a separate proposal for each client with each specified by name and product or service offered.

Each proposal should be accompanied by descriptive information such as catalogs, brochures, specimen contracts, pricelists (c & f or c.i.f. if possible), delivery and credit terms, commission rates, principals' participation in overhead and advertising expenses. This material should not exceed 50 single sheets for any one proposal.

Additional information needed

Business proposals must also give the following additional information:

► A summary of your proposal in 35 words or less, for inclusion in the summary booklet to be distributed in Turkey;

► A recent statement of commercial standing (if filed within the past year, indicate filing date only): Either Department of Commerce Form 1A-57, available from local Commerce Department Field Offices; or a current mercantile agency report; or a current bank report.

Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for their clearance before the deadline.

Industry-organized trade missions spur sales abroad

Groups from N.C., N.J., Tex. went overseas this month

Three industry-organized Government-approved trade missions went abroad in October—the fourth anniversary of this cooperative program.

The missions went out from North Carolina, New Jersey, and Texas. They are part of the 10-mission IOGA fall program, under which six such missions went abroad in September and one is scheduled for November.

North Carolina launched a history-making export promotion campaign—a first-time combination of three overseas promotional tours and a Trade Center show—last Monday. A 10-man mission, organized by North Carolina industries and sponsored by the Commerce Department's Bureau of International Commerce, left Oct. 24 to spur sales of the State's products—especially textiles, furniture, and chemicals—in several European countries.

An industrial development unit and a travel promotion group also left for Europe about the same time. All were scheduled to visit North Carolina's Oct. 24-29 exhibit of wearing apparel and household textiles at the U.S. Trade Center in Stockholm. This exhibit was a "first-within-a-first"—a full Trade Center promotion sponsored by a State Government and supported by BIC.

New Jersey earlier in the month also launched a first—a combination trade mission/mobile trade fair. In Mexico and Central America, a specially designed truck is carrying seven exhibits of electronic products made in New Jersey. The trade mission accompanying the mobile fair is sponsored by the New Jersey Manufacturers Association, the U.S. Department of Commerce, and the State. The fair opened in Monterrey as scheduled on Oct. 19, where 150 to 200 business visitors were expected to view the exhibits.

The San Antonio Chamber of Commerce organized a mission to sell golf, refrigeration (commercial and consumer), sanitation, and laundry and dry cleaning equipment in England, Sweden, Germany, Italy and Spain, Oct. 8-27. Early reports are that the members were very well satisfied with the contacts made.

FOR INVESTMENTS IN U.S.

Welcome mat goes out

Commerce specialist will tell European businessmen of U.S. market's potential

Anxious to let European businessmen in on a good thing, the Department of Commerce has assigned a roving representative to tell prospective West European investors of the profits to be made through capital investment in the U.S.

Johnson Garrett, former manager of the First National City Bank's Paris office and a one-time Assistant Secretary General of NATO, will act as the U.S.'s investment adviser to the business communities of the industrial nations of Europe. Basically, his job will be to convince potential investors of the warm welcome and profitable future that awaits them in the United States, while at the same time providing specific data on their prospects in the U.S. market.

Operating through commercial officers stationed at U.S. embassies and consulates throughout the area, the Paris-based Garrett will meet with business and professional groups, and provide advice to individuals who express an investment interest in the U.S.

While organizationally independent of them, he will depend strongly on the U.S. commercial officers throughout Europe in the day-to-day performance of his mission.

This promotional effort will be aimed principally at businessmen in European nations with strong reserve positions. As their profits and markets expand, European executives may wish to consider every possible location when they are planning a new facility.

Not good for all

Investing in the U.S. is not the answer for all of them, as Garrett is quick to point out, but he feels that they should at least be aware of what the U.S. has to offer. After that, it's up to them to decide.

Ever since Alexander Hamilton established a policy of absolutely equal treatment for foreign investors, the U.S. has offered a warm welcome to foreign businessmen who wanted to share in building the world's oldest common market.

Foreign-owned businesses have the same rights and the same responsibilities as domestic ones. There are no special taxes for foreign firms, no restrictions on capital or earnings, and no limitations on hiring and firing.

As always, the overriding consideration in making any investment is the profit motive, and it is in this area that Garrett can stress a number of important points:

Item—the U.S. market contains more people than the entire European Common Market, and its gross national product is more than twice as large;

Item—the average 1965 earnings of an American family were $8,000, bringing the bulk of the population within reach of a broad range of non-essential, semi-luxury goods;

Item—there are more than five million businesses operating in the U.S. today, and two million more will be needed by 1970 to supply the growing population.

Despite its impressive size, the U.S. market is not the exclusive preserve of giant corporations. Of the approximately 300,000 manufacturers operating in the U.S. today, only one-sixth have a net worth of more than $200,000, and small and medium-sized industries employ 75% of the nation's factory force.

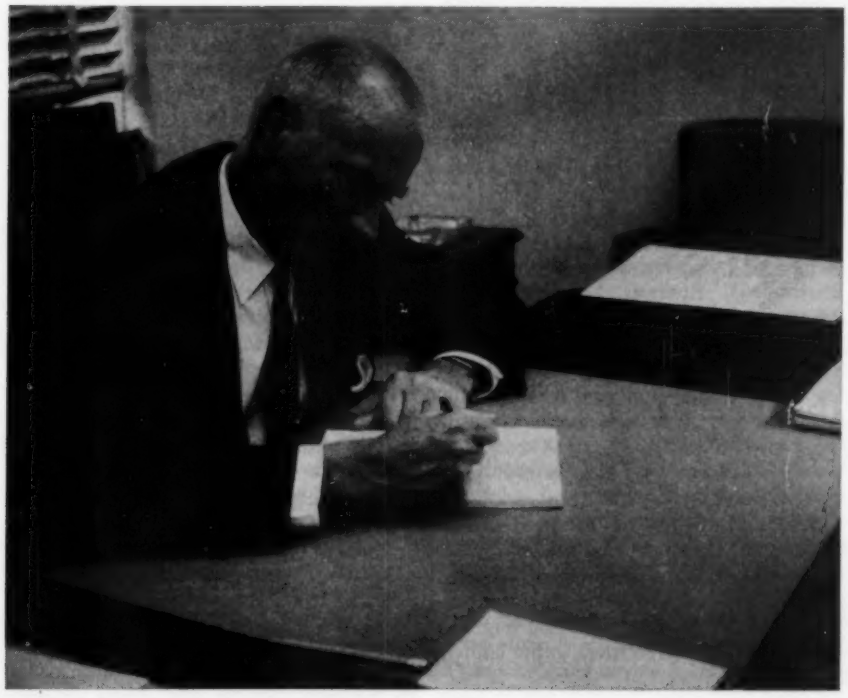
It is precisely to the small and medium-sized firms that Mr. Garrett will direct his efforts.

Big firms probably do not need help in studying the U.S. market. However, smaller concerns may be better able to use the basic and specialized data which he will be able to furnish through the Commerce Department's Office of International Investment.

Once an interest is aroused, his direct access to the offices international investment specialists will provide him with specific information on the incentives offered by the various states, where suitable plant sites are available, and all the thousands of individual pieces of information that may be required before a decision is reached on making an international investment.

In short, the U.S. message is: "Come on in, we're happy to have you."

STUDYING INVESTMENT PROSPECTS is Johnson Garrett, who will explain U.S. offers to Europeans.



NOW IN 29TH YEAR

Awards tell trade history

NFTC has honored statesmen, bankers, shippers with Dollar Award at annual meetings

Some of the dramatic changes in the American foreign trade picture over the past three decades are reflected in a review of the list of Dollar Memorial Award winners during that period.

Government figures, bankers, shippers, statesmen at the helms of U.S. corporations reaching out for world markets—this is the roll of those honored by the National Foreign Trade Council from the inception of the Captain Robert Dollar Award in 1937.

The world of their times figured strongly in the context of the awards. Cordell Hull was selected as the first winner in 1938 because of the significance of the Reciprocal Trade Agreements Act of pre-World War II days, which he helped draw up. The Act swept aside all unnecessary and uneconomic obstacles to the liberalization and expansion of world trade. This was one of the most important steps taken in U.S. economic history to remove the barriers to profitable world commerce.

Representative of times

During the post-World War II years, the Awards went to individuals who formulated and implemented the economic reconstruction programs. Christian Herter had led a bipartisan committee of investigating Congressmen through war-torn Europe, then served as Vice Chairman of the House Select Committee on Foreign Aid, which advanced the European Recovery Program, the forerunner of the Economic Cooperation Administration (now the Agency for International Development). Paul Hoffman, the first Administrator of the ECA, was cited for his contribution to world economic and political stability.

Award winners of the sixties have been private businessmen such as J. Peter Grace, David Rockefeller and Thomas Watson, Jr. Their accomplishments in foreign trade have been possible because of the foundation built by previous winners like those mentioned above.

The Award was established in 1937 by the family of Captain Dollar as a memorial to his work and is given for outstanding achievement in the field of American foreign trade. The National Foreign Trade Council (NFTC) was appointed trustee of the award and makes the selection and presentation.

Captain Dollar, of San Francisco, founded a pioneering round-the-world steamship company called the Dollar Line. His efforts in the institution and development of trade with the Orient were an important contribution to the advancement of American international trade. He was a charter member of the NFTC, formed at the first National Foreign Trade Convention held in Washington, D.C. in May 1914.

This year at the 53rd annual National Foreign Trade Convention the 29th Captain Robert Dollar Award will be presented to George S. Moore, president of the First National City Bank.

Cordell Hull was first winner

To return to the first presentation of the award, the recipient, Cordell Hull, was then Secretary of State. He had previously served as Congressman and Senator from Tennessee and later chaired American delegations to various economic and international conferences.

The 1939 recipient, James A. Farrell, Sr., was serving as the first chairman of the NFTC. His background in international commerce included: general manager of the export division, American Steel & Wire Co.; president and member of the board of directors, U.S. Steel Corp.; chairman of the Foreign Commerce Committee and director, U.S. Chamber of Commerce.

The 1940 Dollar Award was presented to Thomas J. Watson, Sr., president of the International Business Machines Corp. While serving as president of the International Chamber of Commerce Watson had been instrumental in gaining support for the principles and practices basic to the reciprocal trade agreement policy of the United States.

In 1941 the award winner was Eugene P. Thomas, retired vice president of the U.S. Steel Corp. and the then president of the NFTC. Thomas was credited with helping the Council evolve from a purely informative body to one which implemented its determinations regarding the importance of foreign trade to the United States economy.

The 1942 Award was presented to Sumner Welles, Under Secretary of State. He was lauded for his prominent part in furthering the Administration's Good Neighbor Policy in the American Hemisphere and for his "conviction that the well-being and security of our own country is inseparably linked with that of all other countries."

Juan T. Trippe, president of Pan American World Airways, Inc., was awarded the 1943 plaque. Known as the "Columbus of the Air," he had furthered the cause of international trade by opening up hitherto inaccessible regions. Trippe's personal history had paralleled that of Captain Robert Dollar. Trippe had begun his career in the 1920's plying the Miami to Havana run in a flimsy open cockpit plane; within 20 years he had developed a leading round-the-world commercial and passenger service airline. Captain Dollar had started as commander of a small steam lumber schooner and became master of a worldwide commercial fleet.

The 1944 Dollar Award went to Eric A. Johnston, at that time president of the U.S. Chamber of Commerce. Johnston had brought to that position experience as a private businessman, president of his own company, and as a member of the U.S. diplomatic service. He was then engaged in developing proposals for world economic reconstruction following World War II.

Post-war winner

Dr. Fred I. Kent, the 1945 award winner, was president of the council of New York University and director and vice president of the Bankers Trust Co. of New York. His international experience included serving as a representative on the Organization Committee of the Reparations Commission following World War I. He was also a member of the Advisory Council of the U.S. Department of Commerce.

The 1946 recipient was William L. Clayton, Under Secretary of State for Economic Affairs and former Assistant Secretary of Commerce. Clayton had also served as vice president of the Export-Import Bank, Deputy U.S. Administrator

of the First Session of the Conference of the U.N.'s Food and Agriculture Organization and as U.S. Alternate Governor of the International Monetary Fund and the World Bank.

In 1947 John Abbink, president of McGraw Hill International Corp., received the Dollar Award. As McGraw Hill president he was engaged in overseas selling and the publication of technical and world trade journals and texts used in universities all over the world. He had previously served as chairman of the board of directors of the NFTC.

Second decade of award begun

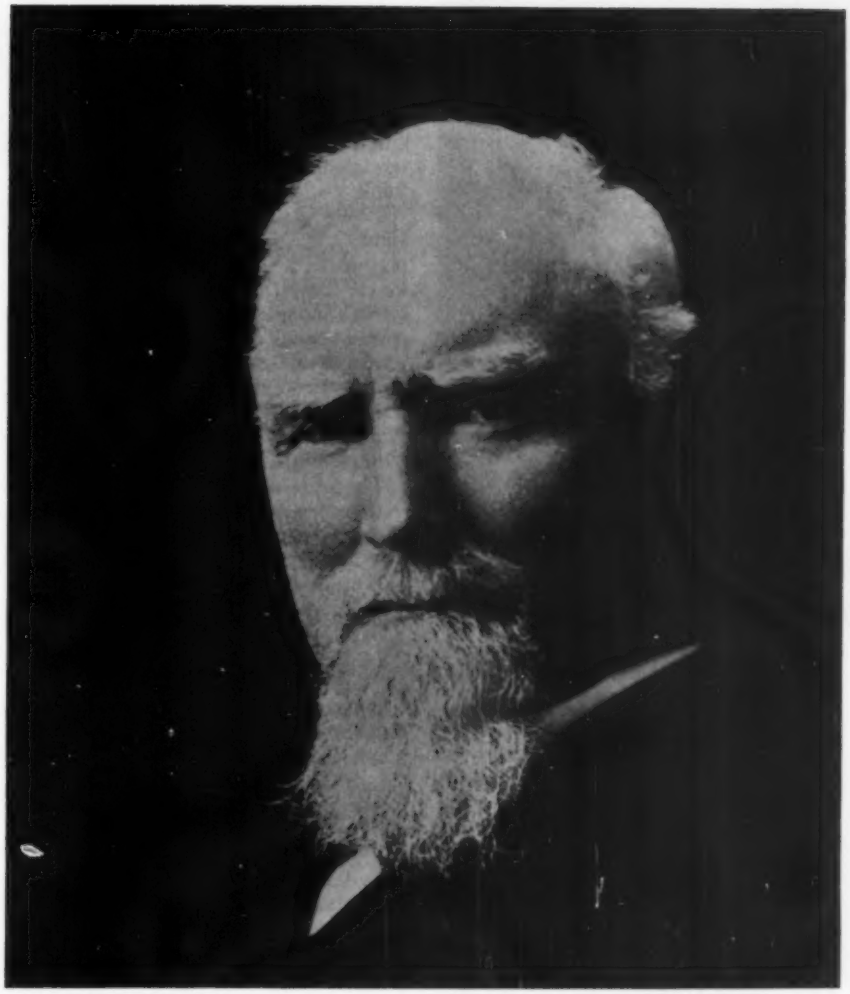
The Dollar Award entered its second decade in 1948 with a golden plaque to Robert Loree, former vice president of Guaranty Trust, where he had directed the foreign department and foreign branches over a period of 20 years. He also served as president of the National Bank of Nicaragua and the Bank of Central and South America. At the time of the award he was chairman and one of the directors of the NFTC.

The 1949 award was presented to Congressman from Massachusetts Christian A. Herter. Herter had served as Vice Chairman of the House Select Committee on Foreign Aid, which was largely responsible for the development of the post-war European Recovery Program, forerunner of the Economic Cooperation Administration. He was then president and chairman of the board of trustees of the Foreign Service Education Foundation, which conducted the School of Advanced International Studies. He was later to serve as Secretary of State under President Dwight D. Eisenhower.

1950's Dollar winner was Paul G. Hoffman, president of the Studebaker Corp. He had served as chairman of the board of trustees of the Committee for Economic Development and as a member of the Business Advisory Council of the Department of Commerce. But his most far-reaching achievements had been as the first Administrator of the Economic Cooperation Administration.

James A. Farley, former U.S. Postmaster general and chairman of the board of the Coca-Cola Export Co., received the 1951 Dollar Award. Farley began his career as founder and president of his own company and holder of local and national political offices. After joining the Coca-Cola Co. he established a name as an international businessman.

1952's Award winner was Edward Riley, the vice president of General Motors Corp. and general manager of its overseas operations division. As one of the leaders of an organization with branches in over a hundred countries, employing thousands of people, and doing millions of dollars worth of business, Riley played a prominent role in the stimulation of U.S. foreign trade. He also served as a director of the NFTC.

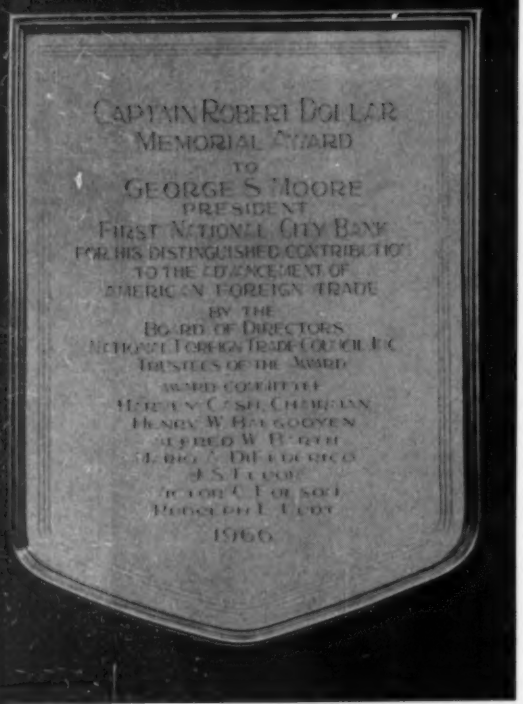


CAPTAIN ROBERT DOLLAR, in whose memory the annual Dollar Award was established, founded a round-the-world steamship company. His efforts in developing trade with the Far East were an important contribution to the advancement of American international commerce.

The president of Standard Oil Co., Eugene Holman, received the 1953 Dollar Award for his contribution to the advancement of international commerce. Holman was lauded for attacking the problems of diminishing natural resources through development of new resources throughout the world.

The 1954 choice was Clarence B. Randall, chairman of the board of Inland Steel Corp. He had been selected by President Eisenhower to serve as Chairman of the recently established Commission on Foreign Economic Policy. The Commission was charged with considering and reporting on factors effecting U.S. international economic policy. Randall was a former member of the Business Advisory Council of the U.S. Department of Commerce and has since served as a special assistant to President Eisenhower on matters of foreign economic policy and as a special emissary to Africa for President Kennedy.

George W. Wolf, president of the U.S. Steel Export Co., received the 1955 Dollar Award for his "excellent service in furthering the foreign policy objectives of the United States." He had headed government missions to Germany and Pakistan to assist those countries in their programs of economic development. As director of U.S. Steel's foreign service and export divisions, Wolf had stressed



THIS GOLDEN PLAQUE will be presented to 1966 Dollar Award winner George S. Moore, president of the First National City Bank of New York.

building a strong industrial base for the free world and developing foreign markets.

William S. Swingle, the 1956 Dollar Award winner, was president of the NFTC and a member of the advisory committee of the Export-Import Bank of Washington. He had formerly served on the Export Advisory Committee of the Department of Commerce. His experience in the field of foreign commerce was gained with the Consolidated Steel Corp., the Asia Banking Corp. and the Foreign Department and Foreign Credit Interchange Bureau of the National Association of Credit Men.

Howard C. Sheperd, chairman of the board of the First National City Bank of New York, received the 1957 Dollar Award. Sheperd was credited with advancing the development of international banking facilities, thus providing banking services for American foreign traders in the commercially important areas of the world.

Award enters third decade

The third decade of the Dollar Award saw W. Rogers Herod, president of International General Electric, receiving the 1958 golden plaque. Herod had also served as Coordinator of Defense Production for NATO (North Atlantic Treaty Organization) with rank of Minister.

Samuel C. Waugh, who received the 1959 Dollar Award, was president and chairman of the board of the Export-Import Bank of Washington. His distinguished career had included service as Assistant Secretary of State for Economic Affairs, Deputy Under Secretary of State and U.S. Alternate Governor of the International Monetary Fund and the World Bank.

1960's golden plaque was awarded to Henry W. Balgooyen, executive vice president of the American & Foreign Power Co., Inc. and a director of the NFTC. A specialist in Latin American affairs, he also served as director and officer of several of Foreign Power's Latin American subsidiaries.

J. Peter Grace, president of W. R. Grace & Co., was the recipient of the 1961 Award. He was cited for his sense of "business statesmanship," evidenced in the decorations he had received from Latin American countries and his explanatory booklet on how Latin America could help itself in the areas of industrial and trade development, improved land use, housing, education and public health.

In 1962 the 25th Dollar Award went to William E. Knox, president of Westinghouse Electric International Co. A director of the NFTC, Knox was also a member of the committee on Latin America of the Business Advisory Council, Department of Commerce.

Second in family

In 1963 James A. Farrell, Jr. accepted the same honor that had been bestowed upon his father 24 years earlier. Farrell, president of Farrell Lines, Inc., was also a director of the NFTC and a university trustee. It was noted at the presentation that Farrell was in the tradition of Captain Dollar: both of them were men who had built record breaking trading fleets from small beginnings. The Farrell Lines had pioneered in building trade with Africa; the Dollar Line, with the Far East.

The 1964 Award was presented to David Rockefeller, president of the Chase Manhattan Bank. Rockefeller's contributions to the furtherance of international trade include supervision and expansion of the Bank's business in Latin America and chairmanship of the board of directors of the Chase International Investment Corp.

Twenty five years after the Dollar Award had been presented to his father, Thomas J. Watson, Jr. became the most recent recipient of the golden plaque. Watson, chairman of the board of the International Business Machines Corp., was credited with continuing that company's efforts in furthering world understanding through healthy trade. The chairman of the award committee, in making the presentation, stated that: "International communications as we know it today . . . has been made possible, at least in part, by the progress of electronic data processing, in which Mr. Watson and IBM have been leaders for many years." Watson is also a member of the President's Advisory Committee on Labor Management Policy.

1966 award goes to banker

George S. Moore, this year's recipient, is an authority on Latin America, serving as president of the Inter-American Council of Commerce and Production and vice chairman of the Council for Latin America. A former chairman of the foreign committee of the Association of Reserve City Bankers, he is currently chairman of the Commission on International Monetary Relations of the International Chamber of Commerce, a member of the Balance-of-Payments Advisory Committee of the U.S. Department of Commerce and of the advisory council of the School of International Affairs at Columbia University.

This year's National Foreign Trade Convention is being held October 31 through November 2 at the Waldorf-Astoria Hotel, New York City. The presentation of the Dollar Award will take place at the World Trade Dinner on Wednesday evening, November 2, in the Hotel's Grand Ballroom.

Convention speakers

Furthering the Convention's theme of "World progress through trade and investment" will be luncheon speeches devoted to the Americas, Pacific-Asia and Europe; sessions on international finance, industrial relations, taxes and international trade; and regional forums on international business operations. The luncheon speakers will be Ambassador Celso Pastor of Peru, Ambassador B. K. Nehru of India, and Baron Sigismund von Braun, U.N. Observer of the Federal Republic of Germany. Speaker at the concluding World Trade Dinner will be Fred J. Borch, president of General Electric Co.

The National Foreign Trade Convention is sponsored each year by the National Foreign Trade Council. The Council, which was established in 1914 at the first Convention, is a private non-profit business association whose membership consists of U.S. firms engaged in every principal field of business activity related to international trade and investment.

Commerce program will encourage foreign businessmen to visit U.S.

Seven-point plan will be joint government-industry promotion; new project coincides with liberalization of U.S. visa rules

The United States Travel Service is spearheading a seven-point Department program called BUSIVISIT, to increase foreign business travel to the United States.

The program is a joint Commerce Department-industry promotion directed to corporate and sales managements in the U.S. and abroad, international trade associations, chambers of commerce, service organizations, international congress secretariats, and the travel trade.

The program involves:

1. Promotion of increased visits by specialized professional, business, scientific, and engineering groups for study, research, and educational purposes, through the joint efforts of the Travel Service and the Business and Defense Services Administration.
2. Increased travel by foreign delegates and observers to U.S. trade and industry conventions, through joint USTS-BDSA efforts.
3. A new program to promote the U.S. as a site for international meetings.
4. Joint USTS and Bureau of International Commerce promotion of VISIT USA programs at overseas trade fairs, U.S. trade centers, in "America Weeks," and with U.S. trade missions overseas.
5. Promotion of vacation/indoctrination travel arranged for the foreign employees of U.S. companies operating abroad, as well as for foreign companies.
6. Promotion of incentive travel to the U.S. for sales organizations and promotion of increased sales and management meetings in the U.S.
7. Enlisting private industry cooperation in selling the VISIT USA program overseas through their subsidiary offices and plants.

Commerce units

Within the Department of Commerce, the Office of International Trade Promotion of the Bureau of International Commerce, the Business and Defense Services Administration and the Office of Field Services, as well as the Commercial Attaches overseas, are involved in the Travel Service program.

As a joint government-industry promotion, USTS is working with individual companies, the National Association of Manufacturers Travel Gap Study Group and the private travel industry.

The timing of BUSIVISIT coincides with a recent liberalization of visa requirements to permit a waiver of visa for five days if in continuous and immediate transit. This is especially valuable to business visitors in transit through the U.S. to other countries.

New British ruling

It further coincides with new rulings by the British Government restricting currency allowances for pleasure travelers but still maintaining liberal business travel allowances.

Business travelers to the U.S. represent approximately one-fifth of all overseas visitors and are, of course, repeat travelers.

Among the specific new projects now being activated as part of the seven-point BUSIVISIT program, convention promotion ranks high. USTS will cooperate with the International Association of Convention Bureaus to gather information from and maintain contact with the headquarters of large international organizations which hold regular congresses in order to better promote the U.S. as a meeting site.

With the assistance of various private organizations, USTS is developing a sales plan to attract more foreign delegates to U.S. trade and industry conventions and expositions, together with pre- and pos-convention plant visits.

A direct mail campaign, addressed to 150 leading American corporations with overseas subsidiaries, has resulted in 70% response indicating widespread support of the BUSIVISIT program. Companies have encouraged use of VISIT USA material overseas on bulletin boards, in reception areas and in company publications.

In addition, a growing number of foreign corporations are developing travel incentives to the U.S. for their salesmen, agents and distributors.

Finally, USTS is helping U.S. companies arrange for vacation/indoctrination trips to the U.S. The Singer Company and the IBM World Trade Corporation have pioneered in this effort and many other companies have similar programs in operation now or scheduled for 1967.

FCIA opens office for Ohio exporters

A new office of the Foreign Credit Insurance Association is being established on Nov. 1 at 85 Front St., Berea, O., under the direction of Charles P. Kelsey. Other FCIA offices are currently in operation at 250 Broadway, New York, and 24 California St., San Francisco.

The new office will work with Ohio and Pennsylvania area exporters, bankers, insurance agencies and brokers in development of programs for expansion of overseas markets through "payment guaranteed" insurance of export credits on terms competitive with those offered by foreign manufacturers.

The Foreign Credit Insurance Association, generally known as FCIA, is a consortium of the Export-Import Bank of Washington and more than 60 major insurance companies. Organized in 1962, FCIA provides broad comprehensive insurance coverage for American exporters against commercial credit losses and political risks such as war, expropriation, and inconvertibility of the foreign buyer's currency to U.S. dollars.

Midwest meeting to study trade, investment in Japan

The Midwest Conference on Trade with Japan, a working conference combining general meetings, panels, consultation and over 40 workshops on various aspects of trade and investment, will be held at the Conrad Hilton Hotel, Chicago, Nov. 14 to 16.

The conference, sponsored by the United States-Japan Trade Council, Washington, D.C., is designed for businessmen interested in the fields of trade, import, export, investment and company operations in Japan, experienced as well as novice. Banking, legal, tax, research, agricultural, communication, case studies in import, export and joint ventures, will be among the topics covered.

For information on the Midwest Conference on Trade with Japan **write** or call Inter-University Center, 111 West Washington St., Chicago. Telephone AN. 3-0330.

WORLD MARKET REPORT, PAGES 10-13

Nations are buying more

U.S. shares of growing foreign imports advance in some countries, drop in others

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of July 25, 1966.*

A tabulation on these countries is given on pages 12 and 13. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.

The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Foreign demand for imported goods continued to expand in the 12 months ending in mid-1966, advancing by 9%, a slightly faster rate than in 1964-65.

Most of the 50 leading U.S. markets shown in the accompanying table took more of our products in the last year than in the 12 preceding months. Moreover, in about half of these countries, a somewhat higher proportion of their total imports came from the United States.

The gold and foreign exchange reserves of most nations were higher at the end of the second quarter of 1966 than at the same time last year, though a few countries reported significant decreases.

Most nations import more

In the most recent 12-month period for which data are available, imports into Canada, Italy, Spain, and Turkey advanced most vigorously among the developed foreign nations. Canada's sharp acceleration in production and in consumer income beginning in the summer of 1965 gave a strong stimulus to foreign purchases. Through July, these were 18% above the level of the preceding 12 months. Imports into Italy also grew, at about the same rate as Canada's, as that country continued to recover from the 1964 recession, and domestic economic activity and the need for foreign goods expanded.

The four-year economic development program of Spain was one of the main factors responsible for that country's large imports, especially of capital goods. In addition, the government purchased substantial quantities of food abroad in an effort to keep prices from increasing too strongly. Rising by 30%, Spanish imports advanced more rapidly than those of any of the other 50 major trading countries except Korea.

A sharp increase

As a result of government efforts to step up the pace of its economic development program, Turkish imports of fertilizer, machinery, and transport equipment sharply increased. Arrivals from abroad through August were almost one-fourth higher than those in the preceding 12 months.

The Federal Republic of Germany's 11% rise in imports in the past 12 months, while substantial, was well below the 20% annual increases shown in recent reports in this series. The slowdown in the growth of imports reflected a gradual fall in the rate of expansion of domestic demand and investment in Germany.

In the United Kingdom, a surge in the import of capital goods this year—30% higher than in 1964—and of semimanufactures accounted for most of the 9% increase in foreign purchases. High levels of consumer demand in the Netherlands, accompanied by a rapid rise in domestic prices, were responsible for burgeoning imports. Continued recovery from recession also kept imports rising strongly in Japan and France.

Following a long period when purchases from abroad were rising steeply, Australian imports in the past year remained about the same as those in 1964-65. The leveling of production and the working off of stocks by industry during the spring were factors preventing the further growth of imports.

In developing countries

Among the developing countries which substantially increased imports of foreign goods in the past year were the Republic of Korea, Peru, Libya, and Taiwan. The demand for imports into Korea has been especially buoyant in the last 12 months. That country has become increasingly attractive to foreign investors, and production and prices have soared. Peru's economy also has been advancing in 1966. Significant new investments by foreign companies, requiring heavy imports of capital goods, have helped account for a 23% advance in arrivals from overseas.

In contrast to these sharp advances, imports into two developing countries dropped significantly in this reporting period. The tightening of import restrictions by the Pakistani Government, in an attempt to improve the trade balance and conserve foreign exchange holdings, and the reduction in U.S. aid shipments helped cut imports into that country by 22%. The Colombian Government policy of tighter import restrictions, which was in effect through much of the 12-month period through March (the latest available data), depressed purchases from abroad by 13%.

Rising purchases in U.S.

The value of imports from the United States rose in all but 10 of our major markets in the past year. Except for the United Arab Republic and Pakistan, into both of which imports were heavily influenced by changes in U.S. aid shipments, all of the declines were relatively small.

Gains of more than 10% were recorded in the imports of several of our largest markets, notably Canada, Japan, the United Kingdom, and the Netherlands. Those four countries also purchased a larger proportion of their expanding imports from the United States in 1965-66 than in the preceding 12 months. The substantial U.S. share gain in our already predominant supply position in Canada occurred partly as a consequence of the 1965 automotive agreement. The improvement in our position in Japan resulted largely from increased buying of U.S. farm products, especially soybeans, in the first half of 1966. Agricultural commodities make up nearly one-third of Japan's imports from the United States.

The U.S. share of United Kingdom

imports also moved up slightly, as purchases of capital goods increased more rapidly than those of other products. In the Netherlands, much heavier shipments of grain played an important part in our share gain.

The significant rise in the U.S. share of Norway's recent purchases stemmed from heavy demand for our wheat and machinery. Greater sales of oilseeds, barley, and tobacco helped account for the improvement in the U.S. portion of the Danish import market.

In EEC countries

Our share of imports into all EEC countries except the Netherlands was lower. The continued widespread advance in intra-Common Market trade helped account for part of the current U.S. share loss in the EEC.

In those developing countries for which recent data are available, our share of the import market improved in several, but deteriorated in others. India's imports from the United States in the 12 months through May rose faster than total imports. Our share increase, however, reflected erratic movements resulting from the U.S. dock strike early in 1965 rather than any basic change. U.S. imports into Nigeria also rose much more rapidly than those of other countries, as heavy purchases were made of U.S. grains and of oil field, construction, and transport equipment.

The huge increase in the U.S. share of Thailand's imports in the past year was the result of AID-financed shipments of U.S. machinery and equipment for use in building up the country's industrial base.

Sharp competition

The reduction of U.S. AID deliveries to Pakistan in the last fiscal year, because of the suspension of new commitments resulting from the hostilities with India, accounted for our lower share of that import market. The U.S. position in Mexico and Korea continued to suffer from sharp competition from other suppliers who have intensified their sales efforts in these markets. In Mexico, West European producers are aggressively cultivating the growing opportunities for sales arising from expanded purchasing power, while in Korea the Japanese have captured a larger proportion of the rising market as political relations have improved.

Most countries registered an improvement in their gold and foreign exchange holdings at the end of the second quarter of 1966 as compared with the same period of 1965.

JAPAN'S IMPORTS from world are increasing; shows at Trade Center in Tokyo help expand U.S. share.

The 17% increase in United Kingdom holdings was due largely to the transfer to reserve of £316 million realized from the sale of that government's dollar securities.

Rise in France, Italy

In France, greater earnings from trade, reflecting government efforts to improve competitiveness, together with a net increase in foreign investment, resulted in a 10% rise in reserves. A similar increase in Italy's reserves stemmed mainly from increased tourist receipts and remittances of Italian emigrants and workers abroad.

A sharp, over 50%, gain was recorded in South African holdings, as imports dropped in recent months in response to restrictive credit policies and tighter application of import controls.

Among the larger developing countries, Argentina reported reserves more than double their extremely low value of a year ago. This rebuilding was made possible largely by reductions in imports and higher prices for the country's exports. Changes in monetary policy at the end of 1965, which forced exporters' dollar earnings into the Central Bank, and borrowings of foreign exchange from abroad led to a sizable increase in Philippine reserves. An improved trade balance brought a one-third rise in Brazil's holdings, while expanding petroleum exports led to a nearly two-thirds rise in Libya's reserves.

Decline in Iran, Peru

Iran and Peru were the major reserve losers among the developing nations. Peru's loss was the result of a sharp increase in imports for use in its booming economy, while the change in Iran's reserves represented a return to a more normal value from an exceptionally high level reached at the end of June last year.

Bureau of International Commerce

World

The 50 markets shown below accounted for 90% of 1965 imports into all free-world foreign

Value in millions of dollars

Published

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Germany, Fed. Rep.	17,625	2,299	13.0	July	10,567	1,294	12.2	+11	+ 6	7,452	7,411
United Kingdom	16,138	1,886	11.7	Aug.	11,325	1,356	12.0	+ 9	+11	2,792	3,276
France	10,345	1,088	10.5	July	6,921	708	10.2	+12	+ 7	6,152	6,749
Canada	8,710	6,102	70.0	July	5,569	4,072	73.1	+18	+19	2,815	2,789
Japan	8,170	2,366	29.0	July	5,400	1,522	28.2	+ 9	+16	2,025	2,150
Netherlands	7,463	765	10.3	July	4,676	533	11.4	+12	+21	2,339	2,332
Italy	7,347	989	13.5	July	4,911	639	13.0	+18	+13	3,952	4,445
Belgium-Luxembourg	6,374	550	8.6	June	3,439	273	7.9	+12	+10	2,264	2,294
Sweden	4,378	415	9.5	July	2,623	257	9.8	+ 8	+ 6	1,041	1,043
Australia	3,748	885	23.6	July	2,009	486	24.2	—(1)	— 4	1,642	1,710
Switzerland	3,707	315	8.5	Aug.	2,576	244	9.5	+ 6	+ 5	3,009	2,997
Spain	3,004	528	17.6	Aug.	2,449	432	17.6	+30	+30	1,452	1,192
India	2,890	1,047	36.2	May	1,228	477	38.9	+12	+19	519	775
Denmark	2,812	240	8.6	July	1,705	149	8.7	+ 3	+13	510	587
South Africa	2,707	510	18.8	Apr.	794	137	17.3	+ 5	+ 7	499	763
Norway	2,206	155	7.0	Aug.	1,481	116	7.9	+ 6	+14	422	492
Austria	2,100	92	4.4	Aug.	1,526	72	4.7	+15	+19	1,284	1,271
Finland	1,646	101	6.2	July	952	57	6.0	+ 1	— 3	300	215
Hong Kong	1,569	174	11.1	Aug.	1,094	118	10.8	+ 6	+ 5	(2)	(2)
Mexico	1,560	1,025	65.7	June	773	501	64.8	+ 5	— 1	488	3534
Venezuela	1,365	....	....	Mar.	234	....	....	— 8	(2)	822	819
Yugoslavia	1,288	190	14.8	June	766	124	16.1	+12	— 5	67	77
Singapore	1,244	63	5.1	June	646	34	5.3	+ 7	+12	(2)	(2)
Argentina	1,198	273	22.8	May	424	87	20.5	— 1	— 6	117	284
Greece	1,134	113	9.9	June	573	67	11.7	+13	+ 5	264	266

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1965, for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Philippines, South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

markets and 93% of imports from the United States

quarterly

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Brazil	1,096	325	29.7	Apr.	425	173	40.7	− 2	+ 1	520	[4]704
New Zealand	1,055	128	12.2	June	533	56	10.5	+13	+12	212	113
Pakistan	1,043	365	35.0	June	419	135	32.2	−22	−30	223	283
Ireland	1,041	84	8.0	June	493	46	9.4	− 2	+16	400	421
U.A.R. (Egypt)	934	189	20.2	Feb.	157	11	7.2	+ 4	−38	195	192
Portugal	924	75	8.1	July	527	47	8.9	+15	+37	933	1,001
Philippines	895	312	34.8	June	443	158	35.7	+ 7	+ 1	141	209
Iran	860	155	18.0	May	378	64	16.9	+ 9	+11	301	224
Israel	832	212	25.5	July	502	138	27.4	+ 3	+11	636	643
Nigeria	770	93	12.0	Mar.	183	22	11.8	+ 2	+25	194	212
Thailand	730	141	19.4	Apr.	325	108	33.2	+19	+116	700	[5]800
Peru	730	290	39.8	Aug.	520	206	39.6	+23	+25	207	146
Chile	604	237	39.3	Mar.	165	63	38.0	+ 8	+20	120	111
Turkey	577	162	28.1	Aug.	481	123	25.7	+24	− 3	146	134
Taiwan	556	177	31.8	June	281	81	28.9	+16	+ 6	319	332
Trinidad and Tobago	475	80	16.9	Mar.	109	16	14.8	+ 8	+40	[2]	[2]
Colombia	453	217	47.9	Mar.	140	71	50.3	−13	− 7	84	87
Korea, Rep.	450	182	40.5	June	300	119	39.6	+40	+14	118	170
Viet-Nam, Rep.	357	162	45.3	Feb.	49	18	35.8	+20	+29	126	240
Libya	320	55	17.1	June	196	29	14.6	+28	+10	271	433
Congo (Kinshasa)	320	76	23.6	....	....	....	....	+11	+10	[2]	[2]
Jamaica	295	90	30.6	June	141	50	35.3	−[1]	+11	103	112
Guatemala	229	97	42.3	....	....	....	....	+14	+ 8	69	95
Panama	223	93	41.8	....	....	....	....	+13	+ 9	32	[3]31
El Salvador	201	63	32.1	Mar.	54	18	33.1	+ 7	− 2	68	63

[1] Less than 0.5%.
[2] Not available.
[3] End of May.
[4] End of January.
[5] End of March.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

California, Tennessee firms win 'E' awards by utilizing travel, trade services in U.S., abroad

Travel, personal contact by top executives, overseas plants help Interpack, Newark, Calif.; Buckman Labs, Memphis win awards

Two small but aggressive firms, one in California, the other in Tennessee, have won Presidential "E" awards for substantially expanding their export sales.

Interpack, Inc., Newark, Calif. and Buckman Laboratories, Inc., Memphis, have both utilized Department of Commerce services and emphasized travel and personal contact by top executives to expand their sales abroad.

Interpack, the export subsidiary of Guardian Packaging Corp., was formed in 1962, nine years after the parent company was established. Interpack actually serves as an export division or an international division for Guardian.

Interpack manufactures polyethylene-coated paper for cheese packaging and soap bar wrapper material, flexible packaging materials, and saran-coated papers and packaging goods.

Exports grow rapidly

Since its formation, the firm has pushed foreign sales from less than 1% of total sales in 1963 to 9% of the firm's $4.6 million sales in 1965. For the first time in the company's history, there is a backlog of business and the plant is working three shifts around-the-clock.

Interpack chose the Far Eastern market as its best potential for immediate sales. Top executives made visits to most countries in the Pacific area to find prospective customers and U.S. embassy commercial officers arranged introductory meetings and contacts with local businessmen.

Local distributors were decided against in all countries except New Zealand because the average prospect was not technically oriented and would have had considerable difficulty in selling the firm's highly specialized product to local users.

Stores were visited, special local foods were examined and commercial sections of embassies were consulted to learn about area marketing practices and to check on current packaging techniques.

After studying local market conditions, product and machinery, the firm distributed sample booklets to prospective clients. Later on sample rolls of material were sent for particular trials and acceptance. Some such trials, begun in 1963, are just now producing orders.

By 1965, the firm had established major markets in the Philippines, Singapore, Malaysia, Thailand, Australia, New Zealand, and India. In areas where sales from California were limited by lack of direct shipping facilities, the firm formed affiliations with local concerns.

In Spain, Interpack entered into a 50% joint venture with a local company and in India, a 25% affiliation was made with a Calcutta firm.

The company found that exporters from the United Kingdom and Japan often sold items practically at cost. Rather than do this, Interpack sold only profit earning items. Efficiency and attention to detail are credited by the firm in meeting most foreign competition.

Initially, orders required confirmed irrevocable letters of credit. The firm quickly altered this policy, with the assistance of an FCIA short term comprehensive insurance policy, since its overseas competitors offered the same clientele up to 90 days credit. New business immediately was won in Singapore, the firm's most competitive market area.

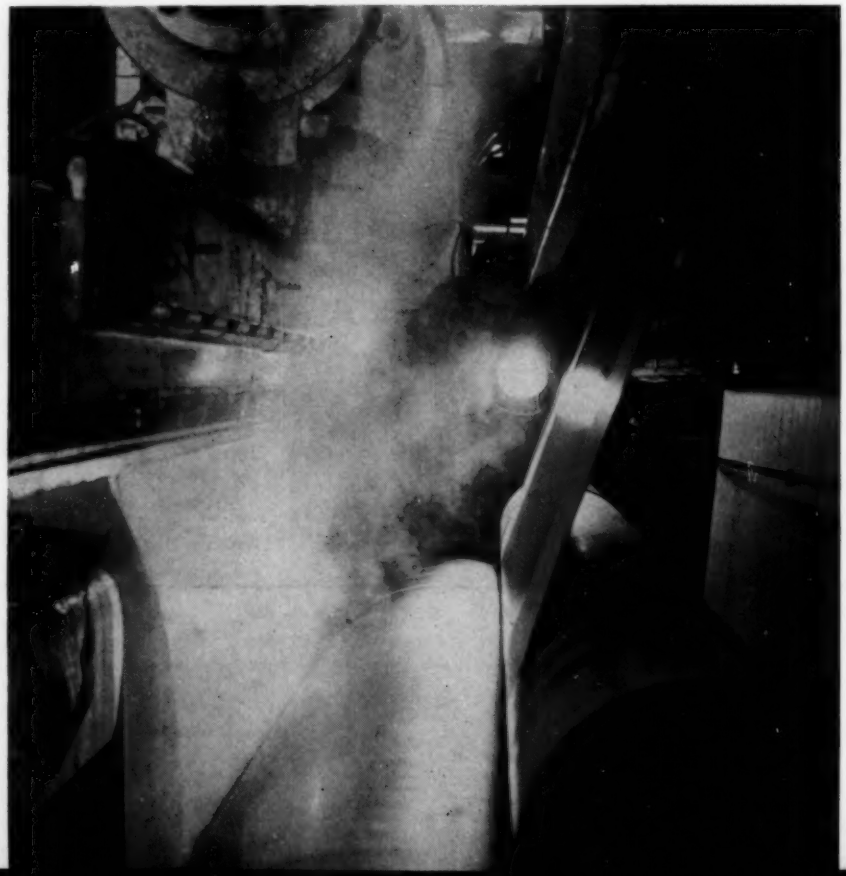
Personal contact

To foster close relationships with its customers, the firm sends persons to visit clients in each area at least twice a year.

Interpack minimizes local and foreign competition by keeping abreast of their customers' requirements and future plans. Company representatives also learn about non-U.S. manufactured machinery Interpack clients use, so the firm can fit the product to local specifications.

Along with an increasing volume of

INTERPACK COATS PAPER with polyethylene. New trade area was pioneered by firm's shipments of fertilizer bag materials to Indonesia. Remote Pacific markets are supplied weeks faster than competitors.



BUCKMAN TESTS PAINT PIGMENTS at Memphis plant. All overseas employees are nationals of one of the countries in the region they work. Foreign area representatives help in training new distributors.

sales, the firm has successfully initiated sales of saran-coated glassine for snack food packaging and developed a market for polyester-polyethylene combination material for cheese packaging.

European competition has lost part of its market to Interpack on detergent packaging material, in spite of their established ties, credit allowances and price concessions.

A minor but persistent problem for Interpack representatives is the reluctance of potential clients to talk of their requirements with the representative of a "mammoth" U.S. firm.

No customer too small

Ironically, for a representative of a small U.S. firm, customers often feel that they are too small to be considered by such a "giant" of U.S. industry. It takes persuasive explanation by Interpack agents to tell prospects that they are interested in doing business no matter how small a firm may be, and also interested in helping them to grow through the years.

Interpack's export success was recognized by the Department of Commerce with the presentation of the Presidential "E" award by San Francisco Field Office Director, Philip M. Creighton, to Floyd L. Carley, Interpack's president.

Just three years ago, Buckman Laboratories, Inc., manufacturer of industrial and agricultural chemicals, was faced with a static volume of export sales and it even appeared that the firm's international market was drying up.

The firm was so pessimistic about its export position that it doubted that its existing sales volume abroad could be maintained, let alone expanded!

The crux of the problem was the regional economic alliance being formed throughout the world. Careful study of its overseas markets led the firm to the conclusion that at least partial manufacture within such economic alliances as the EEC was essential to reduce customs duties sufficiently to compete in commonmarket regions.

Response to the plants which the company established in Belgium and Mexico proved this theory to be valid, and Buckman was able to provide most products on a competitive basis from these plants. This, and 100% staffing of overseas plants with foreign nationals, proved to be important factors in contacting good distributors abroad.

In revitalizing Buckman's overseas sales effort, the firm made extensive use of U.S. Department of Commerce services.

Supplementary information about the magnitude of markets, names and addresses of customers in different industries, lists of chemical importers who are potential distributors, and additional information in the World Trade Directory Reports on those distributors selected from the initial lists all helped Buckman mount its overseas sales attack.

By 1965, Buckman's exports had bounced up from a static 23% of total sales to a burgeoning 47.7%. The laboratory products are now sold in 33 countries throughout Europe, Africa, Asia and Latin America. Its principal markets are Sweden, Mexico, Japan, and the Republic of South Africa.

While distributors are selected with the aid of Commerce's World Trade Directory Report, a senior executive always carries out final discussions with the top management and the support staff of potential distributors.

Buckman representatives also make calls on several important customers in each country to determine their responses to a potential distributor. Customer reactions are then compared with the prospective agents file, which includes comments of embassy commercial officers.

A training program is organized for the sales and service staff of a company chosen to represent Buckman. This is usually followed by a training period for high level staff members in the laboratories.

Help for payments balance

A minimum investment by Buckman in manufacturing facilities abroad is required, but a substantial contribution to a favorable U.S. balance of payments is achieved by Buckman's utilizing raw materials and intermediates supplied from its two U.S. plants.

S. J. Buckman, president of the firm, believes that the firm's substantial flow of sales and technical service information to distributors has created a spirit of close collaboration, and emphasizes that Buckman customers believe that their work together to improve sales and service methods has helped them sell other items as well as Buckman products.

Buckman, a charter member of the Memphis REEC, commenting on his firm's designation as a Presidential "E" award winner, said, "We very much appreciate this recognition because it parallels a deep conviction on our part that U.S. businessmen can make a contribution to world understanding while they are also helping restore a favorable balance of payments for our country."

Chairman of the National Export Expansion Council, Carl A. Gerstacker, presented the Presidential "E" award to Buckman at a luncheon meeting of Memphis Rotarians which highlighted an Export Seminar sponsored by the REEC, the Chamber of Commerce and the Commerce Department Field Office.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL TRADE SAMPLES FAIR, PADUA, ITALY, May 31-June 13. 3,579 exhibitors, 1,114 from 53 foreign countries. 19 AMERICAN COMPANIES REPRESENTED, mostly by Italian distributors, in farm machinery, construction materials and supplies, hotel and restaurant equipment, and toys. Attendance totaled 1,087,132, with 17,853 foreign visitors. No sales figures reported. Next fair same dates in 1967.

EUROPEAN FAIR, STRASBOURG, FRANCE, Sept. 2-12. Over 4,000 exhibitors, 1,000 of them from outside France. 26 AMERICAN EXHIBITORS, represented by local agents, in construction equipment, agricultural and forestry equipment, business machines, and food products. Attendance 725,000, up from 682,000 last year. No sales figures, but representatives of U.S. products satisfied with volume of business. Next fair, Sept. 1967.

INTERNATIONAL HARDWARE, TOOLS, AND HOUSEHOLD GOODS FAIR, Basel, Switzerland, Sept. 4-6. Over 1,000 exhibitors from 22 countries. 58 AMERICAN COMPANIES, represented by Swiss agents, mainly in construction and industrial equipment. Attendance restricted to the trade, with no exact figures available. Strong buying interest reported among visitors. Next fair, Sept. 1968.

JAPAN ELECTRONICS SHOW, TOKYO; Sept. 20-29. 115 exhibitors from Japan, U.S., and France. 13 AMERICAN EXHIBITORS, all represented by Japanese agents or subsidiaries. Attendance 141,937, including 1,103 foreign visitors. Representatives for U.S. companies enthusiastic about show as a means to introduce new products to the Japanese industry. Next show, Sept. 28-Oct. 4, 1967.

INTERNATIONAL DRUGGISTS' TRADE FAIR, STUTTGART, GERMANY, Sept. 23-29. 628 exhibitors from 18 countries, with 89 firms from outside Germany. FIVE AMERICAN COMPANIES, with products shown by German representatives. Attendance 55,000, up from 35,000 in 1964, mostly because of the fair management's decision to admit the general public. Not a buyers' fair, but exhibitors satisfied with visitor interest and potential sales contacts. Next fair, 1968.

NHMA spurs interest in 1967 Cologne show

Housewares firms praise success of 26 companies at this year's fair

Following the outstanding success of U.S. housewares manufacturers at the 1966 Cologne Household Goods Fair, the National Housewares Manufacturers Association (NHMA), the national trade group for American manufacturers in the field, is hard at work promoting interest in the 1967 Cologne show.

Interest in the European market was first stimulated among U.S. housewares firms by the NHMA trade mission to Europe in 1965. The mission members returned with first-hand information on the enormous market potential in Europe and the importance of the Cologne International Household Goods and Hardware Fair in this market.

In March, 1966, 26 U.S. firms in the field exhibited the latest American products at the Fair, and almost all indicated their desire to repeat their efforts in 1967. Over 1,600 exhibitors came to the 1966 Fair from 24 countries, and their displays included over 60,000 items.

Trade buyers from 65 countries throughout the world attended in 1966, numbering over 58,000 by the end of the show. U.S. firms at the Fair were exuberant in their praise of the show as a vehicle for U.S. export promotion: "Wide open for our type of goods," "booming," "potential is fantastic," "a natural," "large market for quality products."

The NHMA hopes to increase the number of participants in its second effort at the 1967 Cologne Fair, scheduled for next Feb. 23-26. All manufacturers of items suitable for display at the 1967 show who wish to obtain more information on participation, may **write:** Reber-Friel Co., 117 South 17th St., Philadelphia, Pa. 19103.

German Government honors manager of U.S.-owned plant

Dr. Julius Stern, manager and part-owner of the 100% American-owned A. Marum Gmbh hosiery mill at Sobernheim, has been awarded the Bundesverdienstkreuz first class, one of the highest decorations given by the German Federal Government.

The president of the Administrative District of Koblenz cited Dr. Stern for his personal dedication and unselfish service to the community, and praised the Marum firm for its outstanding record in providing a harmonious and productive working climate in Sobernheim.

Dr. Stern left Germany during the Nazi regime, but returned as an American citizen shortly after the war to resume production of socks and hose at the plant. He attributes much of the responsibility for his outstanding reputation to his policy of giving Marum a German image, and to his ability to maintain good relations with German competitors, officials and employees.

San Diego transport meeting to study the 'magic' of trade

"Magic Capabilities in Foreign Commerce" is the theme of the Eleventh Annual Southwest Transportation Seminar, in view of the "unlimited possibilities" which the forum's managers see for U.S. firms in the international field. The seminar, which is being held in San Diego for the first time, will meet at the Kona Kai Club on Nov. 3-4.

Discussions will be divided into three areas: the Carriers Panel, which will discuss the problems of ocean, railroad, motor and air carriers; the Users Panel, which will cover the needs of importers and exporters, and the U.S. Government; and the Services Panel will deal with customs house brokers, foreign freight forwarders, banking and insurance firms.

Spain classifies contractors

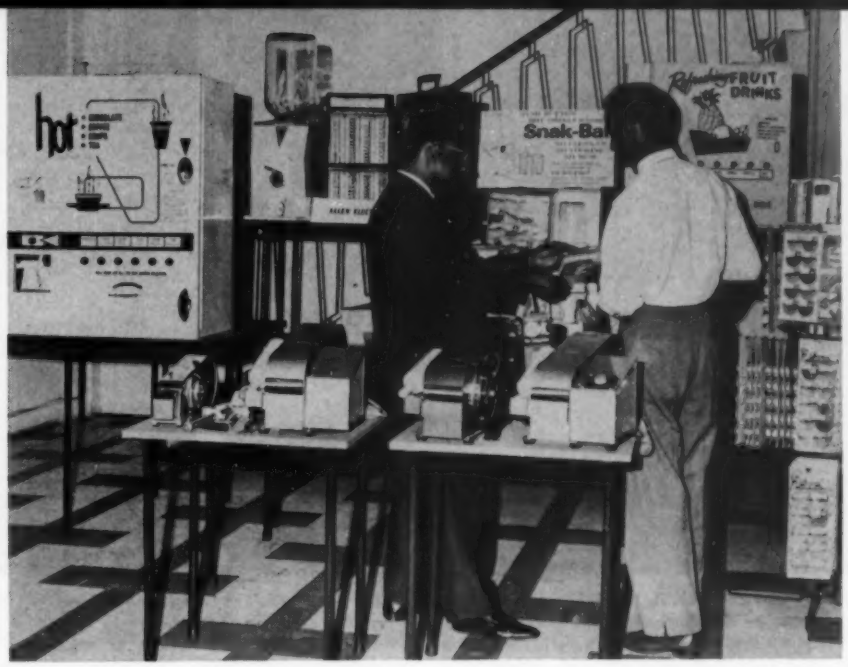
A decree issued by the Spanish Ministry of Finance enables firms wishing to contract Government projects to submit their applications to be classified as government contractors.

For information on how to apply for the classification of state contractor and a translation of the decree, **Write:** OIRE-888, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Scrap show set for London

The First International Scrap and Waste Exhibition is scheduled at the Olympia, London, July 17-21, 1967. The several themes of the exhibit will cover various phases of waste servicing, including recovery, handling, sorting, processing, and remanufacture. U.S. firms are invited to exhibit their latest products.

Write: Industrial Presentations, Ltd., 64 Pembroke Rd., London, W. 8.



DIVERSE U.S. PRODUCTS were shown recently at the Nairobi Sample Display Center by Allen Electronics (above right). Included in the company display were office and commercial drink dispensers, travel food containers, and tape measuring devices. At left, Jane Colby, Inc. has displayed its lines of women's sports clothes, from slacks to sweaters, during the period since the Nairobi Center went into operation over a year and one-half ago.

Nairobi Sample Display Center helps sales of U.S. goods in East African market area

Exports to Kenya, Uganda, and Tanzania increase 36 percent in 17 months; nearly 75 firms take advantage of opportunity to find area representatives

With African markets multiplying rapidly, the U.S. Sample Display Service in Nairobi, Kenya, is helping American exporters to maintain and increase their share of sales in the East African market area.

In operation for a little over a year, the Nairobi service has had a large part in expanding U.S. exports to Kenya, Uganda, and Tanzania. Total U.S. exports to these three countries increased by over 36 percent during the first year of the Sample Display Service's operation, to $27,425,139, compared with $20,072,701 for the previous year.

Almost 75 exhibits have been displayed for American companies since the service was started in May, 1965. Nine definite agency agreements have been signed, with six more agreements being negotiated, and it is expected that at least eight additional agents will be signed from the latest series of sample displays.

About one-third of all the companies to display their products at Nairobi have had success in finding potential or actual representation in the area.

Well over 1,000 prospective agents and distributors have attended the showings of U.S. samples. Invitations were made by personal letters, trade publication advertisements, phone calls, and personal visits.

All four U.S. Sample Display Services, in Manila, Bangkok, Beirut, and Nairobi, are open for use by any U.S. manufacturer not already represented in the market area of a particular sample center. The displays are used to supplement promotional and descriptive literature which is also made available to potential local sales representatives and distributors.

The cost to exhibitors is limited to the cost of shipping the sample displays to the Center where they will be shown. Exhibition space, advertising, personnel services, and administrative expenses are borne by the Sample Display Service.

Companies interested in displaying their wares in any of the four Centers should contact: Bureau of International Commerce (Code 936), U.S. Department of Commerce, Washington, D.C. 20230.

LOCAL REPRESENTATIVES examine the products of two U.S. firms (below). D. B. Smith & Co. showed portable fire extinguishers, and Booth Bottling Co. displayed canned soft drinks of all flavors.

TWO FIRSTS FOR ENGLAND were use of the U.S. Trade Center in London as a branch of the Harrison-Gibson furniture store chain and the presence of Melanie Kahane (at right in above left photo), noted American interior designer, as adviser for the presentation. A display of "Early American" style furniture by Sprague & Carlton, Inc. (above right), was a popular feature in London, as it had been elsewhere in Europe.

British store uses London Trade Center for successful American furniture promotion

Three-week sale in September features latest styles from 13 U.S. firms; Melanie Kahane, top New York designer, acts as consultant for showing

The U.S. Trade Center in London marked two firsts in the American export promotion program during the month of September. The Center was taken over by a London furniture store for a three-week exhibition of the latest products of American furniture manufacturers, and a leading interior designer was flown from the U.S. to act as adviser for the promotion.

Harrison-Gibson Ltd., one of London's leading furniture stores, utilized the entire display area of the London Trade Center from Sept. 1-23, to introduce American furniture in that city's fashionable West End. Concurrent with the promotion at the Trade Center, similar showings were staged by Harrison-Gibson at stores in the London suburbs of Ilford and Bromley.

Over 3,400 customers were attracted to the Trade Center where off-the-floor sales approximated $36,000 with an additional $75,000 in sales expected to materialize over the next year. Thirteen U.S. firms participated in the showing.

An important factor in the success of the promotion at the Trade Center was the presence at the opening of the exhibition of Miss Melanie Kahane, one of America's leading interior designers. She was the first American interior designer to visit Britain under the sponsorship of the U.S. Government. Her presence and resultant press publicity stimulated the interest of the general public in attending.

Miss Kahane recently designed and decorated the four lobbies of Park Towne Place, a new residential apartment project in Philadelphia, which was chosen by the Department of Commerce for a U.S. Exhibition in Moscow as the best example of residential housing built by private capital in the U.S.

The management of the Harrison-Gibson firm expressed pleasure with the results of the sale, and indicated that they would examine the possibility of opening a branch store in the West End of London. Store officials also are interested in staging another promotion of furniture at the Trade Center next year.

Harrison-Gibson's interest in American furniture stemmed from the visit to London in 1964 of a trade mission composed of members of the American Furniture Manufacturers' Association. Jack Gibson, owner of the store, decided that the time was ripe for the sale of U.S.-made furniture in England, and began including various lines of U.S. products in his store's regular stock.

Toronto hosts woodworking machinery show in June

The Third International Woodworking Machinery and Supply Show will be held in Toronto, Canada, June 13-15, 1967, and the exhibition management has invited all interested American companies in the trade to participate. The show is part of a week-long event which includes the Canadian national convention of the furniture industry and allied woodworking industries, as well as technical seminars and plant tours.

Many foreign exhibitors were among those at the 1965 show, and exhibitor reaction then was most enthusiastic. Some companies showed their products directly, and others were represented by Canadian agents.

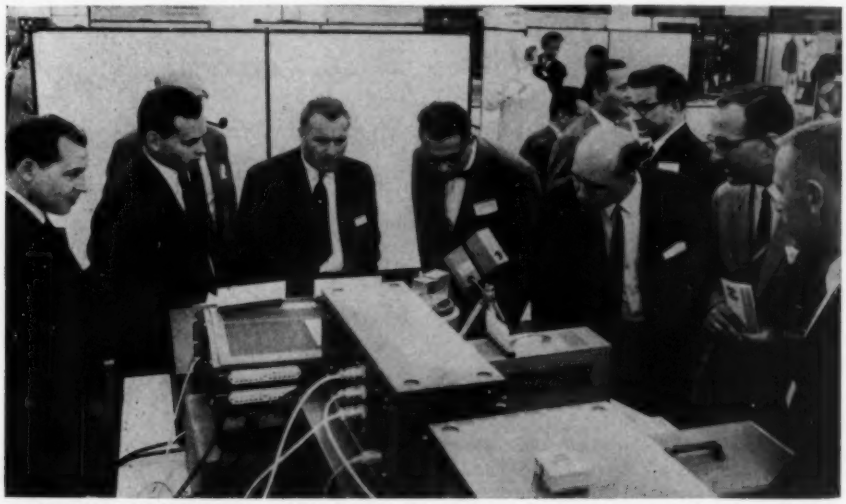
U.S. firms wishing to get more information about participation should **write:** Edwin L. Kastner, Exhibition Manager, Suite 263, 1600 Berri St., Montreal, Quebec, Canada.

International Toy Fair set for next February in Milan

Manufacturers of toys in the U.S. are invited to participate in the Fifth International Toy Fair, scheduled for Feb. 4-12, 1967 at Milan, Italy. A larger area will be available for individual exhibits this year, in order to accommodate an increasing number of exhibitors each year.

Interested U.S. manufacturers may contact: Salone Internazionale del Giocattolo, via Morosini 20, Milan, Italy.

OPENING DAY VISITORS sign in at the registration desk (above left). Engineers C. I. Porter and J. Jordan (left and right at above right) of Ling Electronics discuss their company's new force vibration testing equipment, which has a 15,000-pound force, with several interested German businessmen.



FREQUENCY SYNCHRONIZER by Chadwick-Helmuth Co. (above) is shown to potential buyers. Unholtz-Dickie Corp. representative engages in business discussion (below left) with German agents and buyers. High Commerce officials at the show included (in foreground at right below) Clarence Siegel, Deputy Director, Office of International Regional Economics (OIRE), Mario De Capua, show promotion officer, Wolfgang Robinow, Trade Center Director, and Frederick Strauss, Director, European Division, OIRE.

Firms praise quality of Frankfurt exhibit

Sales of $3.1 million expected; repeat show requested in 2 years

With exhibitors unanimously praising the "high quality" of show organization and visitors to the show, and requesting a repeat performance two years from now, the U.S. Trade Center in Frankfurt marked a successful close to the exhibition of environmental test equipment, held Oct. 5-12.

Immediate sales at the show totaled $80,000, with projections of sales for the first year reaching $3.1 million. The 28 U.S. firms in the exhibition showed their products to over 1,000 German and European manufacturers, engineers, and scientists during the week-long show.

Worldwide Business Outlook

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The first cordage factory in **Mozambique** was opened on Sept. 17. The $1.4 million enterprise has a plant capacity of 7000 tons of such sisal products as cortages, binder and baler twines. The new plant is owned by a consortium of local sisal growers and is expected to process the bulk of the Province's 1966-67 sisal crop of about 32,000 metric tons. The consortium will market its products in Canada and the U.S. . . . Glucosa & Derivados, S.A., owned by Corn Products Co., New York (55%) and S.A. Cres, a Spanish firm, inaugurated a new multi-million dollar plant at Martorell, near Barcelona, **Spain.** The company will import U.S. corn to manufacture derivatives including glucose, feculae, dextrines, feeds and market them in Spain. . . . Passenger traffic at Schipol Airport near Amsterdam, the **Netherlands,** increased 13% during the first six months of 1966. Goods traffic rose 20%. If these trends continue, Schipol Airport expects total 1966 passenger traffic to approach the three million mark, 20% above 1965, and freight traffic to top 100 million kilograms, a 10% rise.

NEW ZEALAND

U. S. market share grows

Commercial Attache in Wellington predicts 2% annual increases in U.S. exports

By GEORGE A. HAYS
Commercial Attache
U.S. Embassy Wellington

I am confident that United States exports to New Zealand will continue their present high growth rate. In the foreseeable future, U.S. exporters should increase their share of the New Zealand market by 2% each year.

HAYS

Total imports for 1966 can be expected to reach roughly $1 billion and to show a further increase for 1967.

The U.S. market share for 1965 was about 12% and U.S. export sales were $126 million, representing a doubling in value over the last three years.

With aggressive selling by U.S. exporters, next year's sales should approximate $150 million.

A cutback in New Zealand's import licensing allocations and strong credit restraints appear to be moderating the demand for imports, curbing inflationary pressures and checking a deteriorating balance of payments. There should be an easing in the high level of capital goods expenditures for industrialization during the next eight months.

However, the short term restraints have little application in the competitive sales picture for U.S. exporters. Industrial expansion is continuing, and the overall economy has never been more prosperous.

The major consideration in selling to New Zealand is establishing relations with firms capable of acquiring import licenses. The import licensing controls, which apply to two thirds of imports, place annual value limitations on particular categories of goods. The controls are administered with some flexibility.

There is little scope for increased trade in goods adequately available from New Zealand's resources and production, especially most consumer goods, and an ever increasing range of products suitable for small-run production. Opportunities exist for licensing arrangements and joint ventures for the New Zealand production of these so-called "non-essential" categories of goods.

A British preferential tariff margin results in an 18% lower rate for Commonwealth suppliers. But U.S. exporters should not consider themselves precluded from the market solely on the basis of published tariffs, however unfavorable, if their products are truly unique in terms of technical considerations, delivery, and price.

Flexibility

Administrative flexibility under Section 11 of the New Zealand Customs Act permits extension of lower Commonwealth tariff rates to imports from non-Commonwealth sources in special circumstances. A considerable volume of U.S. trade may qualify under the Section 11 provisions.

U.S. exporters and manufacturers might profitably consider liaison with the American Trade Association of New Zealand (P.O. Box 3408, Wellington), an increasingly vocal organization which represents American-New Zealand mutual trading interests. Its executive director is New Zealand's foremost authority and consultant on customs, tariff and import licensing.

New Zealand importers and industrial buyers generally like to do business with Americans. They have a high regard for the direct and forthright American approach. Our best customers and trade supporters are the New Zealanders who have visited the U.S. and experienced its hospitality.

For technology, and for engineering and scientific know-how the New Zealand industrial and professional community primarily looks to the United States.

Looks to U.S.

This preference should be followed up with more assertive, on-the-scene selling and more dynamic local representation, especially by U.S. firms handling capital equipment and industrial tools, and components and producers' raw materials.

An aggressive import house or manufacturers' representative, with the necessary drive and persistence, is generally able to bring in "essential-type" industrial goods under the licensing controls. If he does not secure import entitlements, he has generally not used all the persuasion and persistence necessary.

Regular visits to New Zealand by American sales and technical staffs are highly recommended to step up agent motivation and achieve maximum impact on customers.

There is a strong feeling of resentment by businessmen toward export suppliers who treat the New Zealand market as an appendage of Australia, which is 1,400 miles away. Many firms that are new to the region try to serve the two markets with a joint operation headquartered in Australia.

While in exceptional circumstances one Australian office or agency may be satisfactory for some capital goods, my observations are that in most instances it results in inadequate representation for U.S. firms, poor service of customers and a rather negligible sales record.

Sydney or Melbourne-based representatives also have the distinct disadvantage of not generally having the know-how necessary for effectively dealing with import licensing matters in New Zealand.

New Zealand should continue to be a growing market for a range of U.S. chemicals. I find a tendency for the trade to prefer American chemicals in fields where the initial technical development in a product occurred in the United States.

Chemical imports have preference

Exporters should not overlook the fact that a significant amount of chemical imports from the U.S. are admissible at preferential Commonwealth tariff rates under the special provisions of Section 11. This year's shipping strike in the United Kingdom, for example, permitted a number of Section 11 Customs entries.

For the year ending June 30, the U.S. had a 34% market share of a $16 million organic chemical market. Prominent are the heterocyclic compounds and the chlorinated hydrocarbons.

The U.S. had a 14% share of a $10 million inorganic chemical market, in which sales tend to be in carbon, boric oxide and acid, sodium borates, and soda ash.

In insecticides, fungicides, rosin, pine oil and timber preservation chemicals the U.S. had a 26% share of a $14 million market where the value of U.S. sales rose 90% over the previous year.

The U.S. also had a 16% share of a $28 million market for polymerisation and co-polymerisation products, and related plastic materials.

New Zealand is a large user of imported rock phosphate, sulfur, potash, and crude and manufactured fertilizer products ($22 million). In crude fertilizer materials the U.S. share (23%) is rising, while in sulfur we are the dominant suppliers.

In the growing manufactured fertilizer market U.S. sales can be expected to be substantial although our share in the immediate past has varied widely. An escalation can be anticipated if greater interest can be generated in nitrogenous fertilizers.

Perhaps the greatest trade potential for American exporters are in machinery, equipment and products which are the result of advanced technology but still feasible for use in small and medium size enterprise.

The U.S. has a growing share (21%) of a $13½ million market for scientific equipment, including medical and optical instruments.

A favorable situation also exists in the computer and office equipment field ($13½ million) where the U.S. participation (27%) is showing significant improvement. The year 1967 will see a changeover in equipment for decimal currency.

The overall market for industrial machinery is approximately $150 million. The opportunities tend to lie in fairly sophisticated equipment, where the U.S. market share is already relatively high, such as printing machinery, food machinery and packaging equipment, tape-programmed machine tools, excavating equipment, automotive servicing machinery and test equipment, industrial engines and motors, electrical measuring and controlling instruments, textile machinery, and industrial power tools and equipment generally.

New Zealand's sophisticated butter, cheese and milk powder industry is largely supplied by domestic producers. Import requirements will continue to be limited to special application equipment such as centrifuges for cream separation and special heat exchangers.

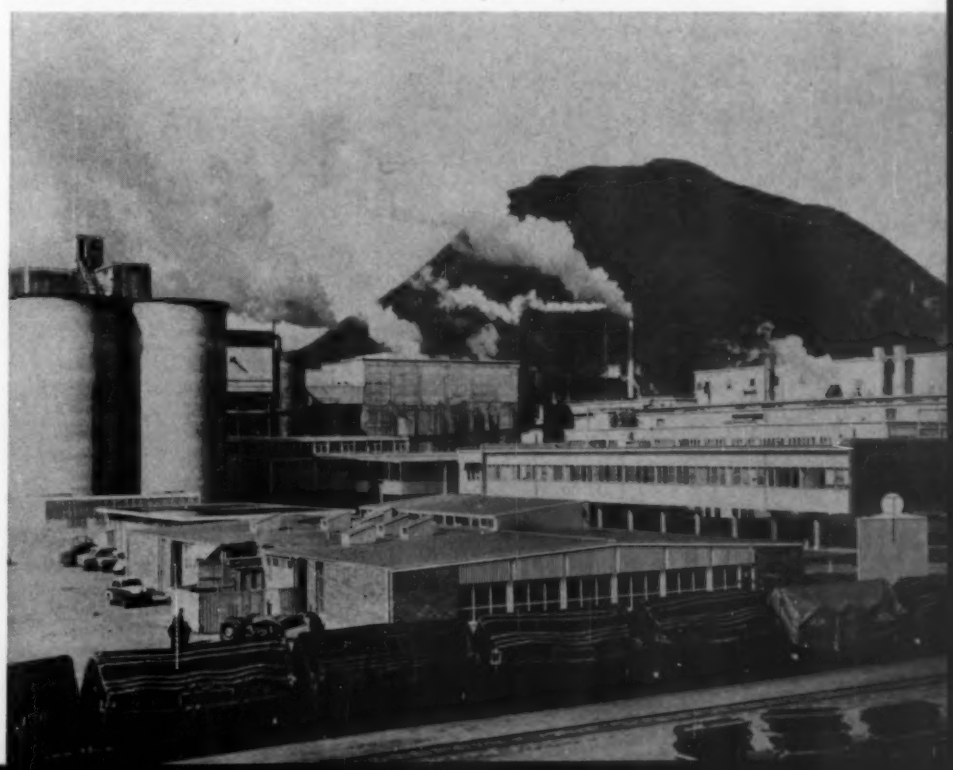
The demand for electronically and computer-controlled butter plant, however, could develop into a significant trade opportunity if the new automated factory at Morrinsville proves attractive to the industry. The Morrinsvile staff of three is able to produce 6¼ tons of butter per hour, compared with the country's average of 20 men in the conventional plant.

Retailing needs modernization

A vast amount of development is required to modernize the country's retail merchandising. Retailers are spending an increasing amount on new and larger outlets, and there is a trend toward more attractive packaging. A large variety of the country's food, hardware and general merchandise requires much more attractive market presentation. The demands for American packaging machinery could be very great.

At present the major opportunities appear to be in fruit, vegetable and cheese handling and packaging, and in products

TECHNOLOGY AND ENGINEERING KNOW-HOW is a preferred U.S. import in New Zealand, and firms handling industrial tools, capital equipment, and producers' raw materials generally find a ready market. Below, Mt. Edgcumbe towers over the Tasman Pulp and Paper mill at Kawerau.



which lend themselves to accelerated freeze drying.

There is scope for sales in fish filleting and rapid freezing equipment for the country's developing fish export industry. There is also interest in a complete canning and fish meal plant.

The U.S. farm machinery trade is well represented in New Zealand, and made excellent progress in the last year when it achieved a 37% market share in hay mowers, combine harvesters, pick-up balers, and wheeled and crawler tractors.

A number of farm equipment items were freed from import licensing during the last year, when the overall trade doubled to $40 million.

Interest in silo farming seen

There is increasing interest in the advantages of supplemental feeding through use of silos—particularly based on U.S. experience. A number of farms are experimenting in silo farming and their success could considerably increase demand for American equipment and techniques.

Knocked-down trucks having a gross vehicle weight rating of over 26,000 pounds were removed from import licensing during the past year. The result has been an excellent market situation.

New Zealand is a vigorous user of the latest in fertilizer top-dressing aircraft. In the coming year, about 9½ million acres of land will be treated by aerial topdressing. The aircraft market will thus continue to be good, despite some tightness in the current import licensing situation. For the year ending June 30, U.S. light aircraft sales were $2 million.

Cotton and synthetic piece goods were largely removed from import licensing last year, but the total resulting trade growth has been only 11%. U.S. annual sales were over $6 million and up by one fifth. There is considerable appreciation of American fabric styling.

Developing market

There is a developing market for U.S. books and technical publications, a category of imports which is largely freed from licensing. Annual imports are $20 million, and the U.S. market participation is 20%.

Because of geographic isolation and the ever increasing cost of ocean shipping and handling, port and shipping interests are currently examining the up-dating of cargo handling techniques as they might apply to the country's export trade.

U.S. technical service organizations and exporters/manufacturers of container handling equipment might profit from this major review.

The country is also closely examining the economics of employing the latest American cargo aircraft for its higher value meat cuts, fish and fresh fruit produce.

AUCKLAND RUSH-HOUR TRAFFIC reflects New Zealand's growing economy. Superior technical aspects and fast delivery make U.S. goods competitive with products from countries having tariff preferences.

Ecuador drops surcharge exemption for most imports

Ecuador has dropped the monetary stabilization surcharge exemption for most items.

Now only three categories of imports will be exempt: those financed by loans to the Government or to municipalities by foreign governments, foreign government agencies, or international organizations; those entitled to diplomatic privilege; and those for which import permits carrying exemption from surcharges were issued prior to October 3.

The surcharge on the c.i.f. value is 10% for List I (essential) items, and 20% for List II (semi-essential and non-essential) items.

The current applicability of deposits and other surcharges is as follows: prior deposit on c.i.f. value—List I, 10%, List II, 20% (List I imports financed by foreign exchange credits of one year or more are exempt); prior deposit on duties—List I, 10%; List II, 45%; additional surcharge on c.i.f. value—selected List II items, 10% and 15%, respectively.

Brazil ends import duties on several insecticides

The Brazilian Customs Policy Council has exempted a list of insecticides, antitick preparations, weed killers, and related preparations, and raw materials used in their manufacture from import duties. The Council has decided that national production is inadequate to meet domestic requirements, as provided for in Article 4 of the Customs Tariff.

The complete list of items exempted from duty includes over 100 classifications. A copy of the list may be obtained on a 10-day loan basis from the American Republics Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Dominican Republic extends restrictions on foodstuffs

The Dominican Republic has extended for an additional six-month period, a blanket exoneration from import duties, internal taxes, and prior deposit requirement to specified food products.

The products include: jerked beef, salted and dry-salted fish, fish in brine, starch, prepared cereals, soups and bouillon, canned salmon and tuna fish, canned sardines, concentrated or condensed milk or cream, and baby foods. The action was effective Oct. 19.

Hong Kong applies brake

Investors begin to shift emphasis from speculative to more solid, long-term industries

Like a motorist arrested once too often for speeding, Hong Kong, mindful of the banking shakeup in early 1965, is finally applying the brake to its rapidly expanding economy and proceeding at a more orderly pace.

The economy remains basically sound and is still growing, but at a somewhat slower and more relaxed rate than previously. Imports for the first half of 1966, for example, increased by 2% over the January-June 1965 level, while exports grew by 7%. These gains, while still healthy, are well below the 12% rise in imports and 13% rise in exports registered in the record year 1964. Local banks now maintain higher liquidity ratios—a reaction to the severe difficulties experienced by some during the bank runs in February and April 1965. Credit is tighter, and interest rates have risen.

Many regard these developments, however, as acceptable and perhaps even desirable under the circumstances. The banking shakeup and ensuing economic slow-down should now draw local and foreign capital away from the highly speculative "band wagon" type industry, such as the construction of high-rent apartment buildings, and into more solid long-term enterprises.

This, in turn, should lead to a stepped-up program of industrial modernization and diversification, and to greater imports of machinery and equipment. There is already some evidence of this trend in the nearly 60% increase in the construction of industrial buildings during the first half of this year, compared to first-half 1965.

Opening today, a U.S. Light Industrial Machinery Exhibition in Hong Kong (October 31-November 11), will promote the sale of American equipment. Twenty-nine American manufacturers and exporters are exhibiting products ranging from assembly and production machinery to packaging equipment, as well as certain types of quality control testing equipment. A full report on this exhibition will appear in *International Commerce* in a few weeks.

Hong Kong's industrial sector continued to expand during the first half of this year, although there were setbacks in a few industries.

Textile exports increased by 7% over the January-June 1965 level to $233 million. The United States continued to be the largest importer of the Colony's textiles, while the United Kingdom remained in second place and West Germany in third.

Hong Kong recently signed five-year bilateral agreements with both the United States and the United Kingdom to regulate trade in cotton textiles through 1970. The agreement with the United States provides for the export of 322.5 million square yards of cotton textiles during the first year of the agreement, with a 5% increase each subsequent year.

Retroactive agreement

The agreement is retroactive to October 1, 1965, but since much of the trade for the first year had already taken place by the time the agreement was signed, an additional export of 35.6 million square yards was allowed for the first year of the agreement by an exchange of letters.

The value of completed building construction in Hong Kong fell off slightly during the first half of this year, with commercial and residential construction suffering the biggest losses. Construction of industrial buildings increased sharply, however, reaching $16.1 million worth compared to $10.2 million for January-June 1965.

It was reported that the number of approved construction permits also rose slightly late in the period, offering hope that the recent problems in the construction industry may now have run their course.

The electronics industry—a relative newcomer to Hong Kong—continues to grow rapidly, with at least two U.S. subsidiaries expanding or planning to expand their existing production facilities. The bulk of American investment is concentrated in the electronic components field, and it is here that the most rapid development has taken place. The value of component exports during January-June 1966 exceeded that of transistor radios, previously the industry's key sector, for the first time.

As a center for electronics production, however, Hong Kong is facing

HONG KONG TRADE EXPANDS despite setbacks in some industries. Textile exports increased by 7% over the January-June 1965 level to $233 million, and the U.S. remains the Colony's top customer.

increasing competition from nearby Taiwan and Korea, both of which have lower labor rates and offer liberal incentives to foreign investors.

The plastic flower manufacturing industry, one of Hong Kong's most successful band wagon industries, has recently suffered sizable export losses, and there are few indications of an early recovery. Indeed, the industry may be heading for a period of basic readjustment.

Saturated market

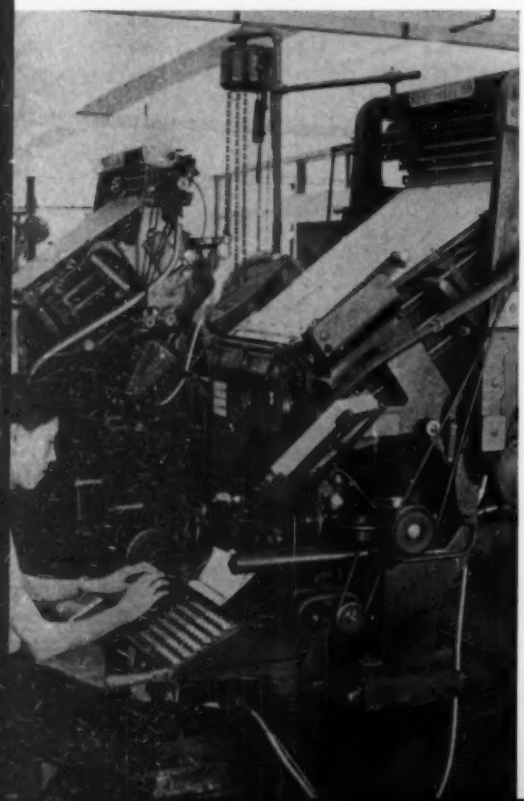
For many years, there have been predictions that the world market for plastic flowers, mainly the United States, would eventually become saturated. Current trade figures indicate that this may now be happening. U.S. imports of plastic flowers have suddenly fallen from $19.3 million in January-June 1965 to $16.3 million for the first half of 1966, a drop of nearly 16%. Hong Kong's exports of plastic flowers to the U.S. during January-May 1966 have similarly fallen 17% below the comparable 1965 level.

In response to the drop in demand for these traditional products, Hong Kong manufacturers have sharply cut back their purchases of plastic moulding compounds. Imports of polyethylene fell from 40.4 million pounds in January-May 1965 to 35.9 million pounds this year. These manufacturers now may move on to other plastic products where sales prospects are brighter, and which would probably require new types of extruding and other machinery.

Tourism, which is one of Hong Kong's economic mainstays, continues to grow year after year. In 1965 nearly 450,000 tourists, excluding servicemen on recreational leave, visited the Colony—an increase of 12.1% over the 1964 level. Tourist arrivals for the first half of 1966 were up by another 10% over the comparable 1965 level. These gains in tourism, though less than the 23% increase of 1964, continue to be quite respectable. It is estimated that tourists visiting Hong Kong now spend annually about $130 million.

To facilitate the further growth of tourism, Hong Kong has liberalized its immigration regulations to permit tourists from the United States and 27 other countries to remain in Hong Kong for up to 14 days without visas, if they possess confirmed departure reservations.

LIGHT MACHINERY EXHIBITION will open in Hong Kong on Oct. 31 with 29 U.S. firms exhibiting products ranging from production machinery to packaging equipment.



Denmark remains prime market for U.S. labor-saving devices

Balance of payments improved substantially in first half of '66; Government controls are bringing economy back into balance

Danish exports are expected to expand during the rest of this year. However, in an economy where incomes continue to rise, imports will increase accordingly, although at a slower pace.

Nevertheless, Denmark will remain an excellent market for U.S. commodities. Since Denmark still is a labor-starved economy, automation and labor-saving devices will continue to represent fertile new areas of activity to be explored.

Preliminary estimates by the Danish National Bank indicate that the nation's balance of payments improved substantially in the first half of 1966. The most pronounced improvement was on current account, where the deficit was reduced to 600-700 million kroner ($87-101.5 million), compared with a 1,200 million kroner ($174 million) deficit in the same period of last year.

Brisk business activity

A high level of business activity has characterized the economy for some time, resulting in severe labor shortages, persistent inflationary pressures, and balance of payments problems. Government-imposed monetary and fiscal controls have succeeded in bringing economic activity more into balance with the country's resources.

The pressure of domestic demand is easing, which in turn has reduced inflationary forces and has created a sufficient drop in employment in certain areas producing for the home market to release labor for work in export industries.

In order to cover the remaining deficit, foreign exchange reserves were reduced by roughly 100 million kroner ($14.5 million) and Denmark received a net capital inflow of 500-600 million kroner ($72.5-87 million). Of this latter amount, the National Bank has indicated that approximately 400 million ($58 million) represent public foreign loans and direct foreign investment, while the remainder stems principally from an increase in short-term commercial credits.

Denmark's geographical location has resulted in the country traditionally gaining a considerable portion of its current account revenue from shipping and foreign travel receipts.

Trade balance still shaky

During the first half of 1966, as a direct result of the Government's export expansion drive, Denmark's balance of trade became more favorable. Unfortunately, the situation was reversed in July, producing the largest monthly deficit of the year.

Industrial products accounted for the greater part of the decline in exports, but the encouraging note is that the situation is seasonal and thus temporary. Exports customarily show a decline in July, particularly due to summer vacations in most industrial enterprises.

Therefore, the total trade deficit of 2,321 million kroner ($336.5 million) for the first seven months of 1966 was 12% smaller than for the comparable period last year.

Mrs. Gandhi opens $39 million refinery in Kerala, India

Plant to produce kerosene, diesel, fuel oil for South India consumer

A 2.5 million ton petroleum refinery at Cochin in Kerala, India, built with the technical and financial collaboration of the Phillips Petroleum Co. was formally inaugurated by Prime Minister Gandhi on Sept 23.

This is the first time in India that a private, foreign firm has collaborated on a minority basis in a Government controlled petroleum project.

The Government of India holds 52.4% of the firm with Phillips Petroleum holding 26.4%; Kerala State Government, 7.1%; the Life Insurance Corp. of India, 6.6%; Duncan Bros. Co. of Calcutta, 2%; and various other private investors holding the remaining 5.5%.

The Government of India is responsible for the management of the refinery and the products are to be marketed through the Government-owned Indian Oil Corp.

Production is planned to conform to the consumption pattern of South India with the maximum possible yield of kerosene, diesel oil and fuel oil; motor gasoline will have a low priority. Originally estimated to cost Rs. 170 million ($35.7 million at the pre-devaluation rate of Rs. 4.76 per dollar) with a foreign exchange component of $18 million.

It is now reported to have cost Rs. 300 million ($39 million at the new rate of Rs. 7.5 per dollar) because of the rupee devaluation, increased customs duties and the construction of additional facilities. The refinery is designed to be expanded later to handle 3.5 million tons of crude oil annually.

The Cochin refinery is the fourth under public administration, the others are at Gauhati in Assam (annual capacity: .75 million tons), Barauni in Bihar (2 million tons) and Koyali in Gujarat (2 million tons).

India's oil refining capacity is now 15 million tons, more or less evenly divided between the public and private control.

Austria puts waiver on turkey duties

The Austrian Finance Ministry has issued an ordinance providing for a temporary waiver of customs duties on imported turkeys covered by tariff heading 02.02 C (killed poultry, fresh, chilled or frozen). The waiver applies to imports regardless of their origin effected between Oct. 1 and Dec. 31.

The statutory tariff rate normally applying to turkeys is 150.00 Austrian schillings per 100 kilos or 2.7¢ per pound.

Ordinance No. 264.484-13/66, issued Sept. 22, is intended to support the government's price stabilization efforts and to provide consumers with sufficient supplies of poultry meat at reasonable prices during the end-of-the-year holiday season.

In 1965, the United States exported 195 tons of turkeys to Austria, about 40% of total imports.

Nigeria grants oil rights

The Nigerian Government has granted an oil exploration license covering 10,000 square miles in northern Nigeria to the Grand Basins Petroleum Co., Los Angeles. This will be the company's first overseas operation.

Grand Basins joins approximately 50 other U.S. companies in the Nigerian oil industry.

The company will utilize the port of Boro on the Niger River as its base of operations since much of Grand Basins' exploration area includes Niger River Basin territory. Operations are scheduled to begin in late 1966, or early 1967.

Iraq restricts auto imports

The Government of Iraq has banned importation of automobiles except by government agencies including the government-owned General Automobile Company (GAC).

Exceptions are : Iraqi students who have been abroad for two years; foreign diplomats and Iraqi diplomats returning to Baghdad on transfer; automobiles presented as gifts by international organizations to official Iraqi establishments or charitable organizations; Iraqi nationals who have been residing abroad for at least one year; and foreigners under contract to the Government of Iraq.

Incentives offered to spur Brazilian forest industries

Tax payers authorized deductions for funds spent on forestation

Brazil recently enacted a new law authorizing individual income tax payers, resident or domiciled in Brazil, to deduct from their annual gross taxable income amounts proved to have been spent on forestation or reforestation projects.

In accordance with income tax regulations, such deductions, together with other authorized deductions, may not exceed 50% of gross taxable income.

Business firms benefit

This measure is also of interest to business firms in that it permits juridical persons to discount from their annual income tax liability sums employed for the same purpose, up to a limit of 50% of the tax due.

The new law brings fiscal incentives for approved forestation or reforestation projects into harmony with income tax regulations and revokes more limited incentives granted in previous taxation and forestry legislation.

The fiscal benefits it provides may be granted cumulatively with those available under SUDENE (Superintendency for Development of the Northeast) Articles 34/18 for investment by business firms in economic development in the Northeast and Amazon, up to the combined limit of 50% of income tax liability.

New law available

For copies of Law No. 5,106 of the Brazilian Forest Code, Law No, 4,771, **write:** Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Firms interested in possible investments in forest or related industries in Brazil should contact the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

$81.2 million in currencies of 16 nations available for loan

Near East-South Asian countries account for lion's share; Cooley loans cannot aid production competing with U.S. goods

Foreign currencies of 16 developing countries—equivalent to $81.2 million—are now available for Cooley loans to U.S. businesses interested in making overseas investments.

More than 75% of these funds consist of the currencies of five Near East-South Asia nations.

The funds, named for Representative Harold D. Cooley of North Carolina, who sponsored the amendment to Public Law 480 which created the program, consist of local currencies received by the United States for sales of Food for Peace commodities abroad.

Cooley loans may be made to U.S. firms or their branches, subsidiaries or affiliates for business development or trade expansion in the local countries, or to U.S. or local firms for purposes which would expand overseas markets for U.S. agricultural products.

Loans may not be made to help manufacture products which would be exported to the U.S. to compete with domestic products, or for agricultural commodities to be marketed in competition with American agriculture.

Applications for loans may be made directly to the appropriate Washington Regional Bureau of AID—Africa, Latin America, Near East/South Asia, and Far East—Washington, D.C. 20523.

Where Cooley funds are

Country	Unit of Currency	Amount (000)	U.S. Equivalent ($ thousands)
Latin America			
Bolivia	pesos	11,067	932
Chile	escudos	5,931	1,295
Paraguay	guaranies	64,051	508
Far East			
Taiwan	N.T. dollars	173,931	4,348
Korea	won	121,508	450
Near East-South Asia			
India	rupees	185,933	24,791
Israel	pounds	32,518	10,839
Pakistan	rupees	72,395	15,051
Turkey	lira	17,864	1,984
UAR (Egypt)	pounds	6,639	11,949
Africa			
Congo (Kinshasa)	Congolese francs	330,314	2,202
Guinea	Guinea francs	356,499	1,446
Ivory Coast	CFA francs	114,867	469
Morocco	dirhams	8,251	1,644
Sudan	Sudanese pounds	393	1,131
Tunisia	dinars	1,116	2,142

Bahamas to buy U.S. goods, services totaling $13 million

The Government of the Bahamas plans two projects calling for $13 million in purchases of U.S. goods and services.

The Ministry of Maritime Affairs plans a $9 million expenditure for machinery, equipment and related services to improve the harbor of Nassau, New Providence Island.

The project includes the dredging of a channel and turning basin and the construction of two breakwaters and a new wharf. An island, created from the material dredged from the harbor, will be connected to New Providence Island by a causeway and bridge.

The improvements to the harbor are expected to facilitate trade by providing needed capacity for freight handling and will permit all but the largest cruise ships to enter and dock at the port.

The Government has engaged the Frederick Snare Corp., New York, as the contractor for the project and the Stanley Engineering Co., Muscatine, Iowa, is acting as consulting engineer.

A $9 million loan, to be repaid in 30 semiannual installments beginning in December 1968, was authorized by the Export-Import Bank of Washington to finance U.S. purchases.

A second Exim/Bank loan, for $4 million, will finance U.S. purchases of equipment and services needed in the first stage of an overall modernization program for the Government-owned Telecommunications Corp.

Specific items to be purchased in the U.S. include equipment to permit direct dialing to telephones throughout the islands; a link with direct dialing facilities throughout North America; improved teletype and marine radio-telephone service; data processing equipment; and technical training, both in Nassau and the U.S.

The Bahamas Telecommunications Corp. has entered into a management contract for the project with Page Communications Engineers, Inc. of Washington, D.C.

This loan is to be repaid in 24 semiannual installments beginning in July 1969.

Malagasy seeks U.S. firms' participation in various industrial, agricultural ventures

U.S. marketing expertise, technical aid, capital requested

The Malagasy Bureau of Industrial Development & Promotion (BDPI) is seeking the participation of U.S. firms in various projects for which the organization has made market and feasibility studies. While the BDPI would welcome U.S. capital investment it is aware of the difficulties inherent in trying to attract U.S. commercial interest in this manner and is looking for U.S. firms who are willing to provide international labelling, marketing experience and technical assistance under agency agreements or joint ventures. The formula would be completely flexible and could be negotiated between the participating firm and the BDPI.

The BDPI was organized in 1963 by the Malagasy Ministry of Industry which continues to provide overall guidance and financial support. The organization itself, however, is semi-public and operates as a private firm. The BDPI is responsible for industrial development in Madagascar. It is primarily involved in making market and feasibility studies on its own or at the request of local and foreign investors (including the Malagasy Government). The largest study made to date was for a projected 70,000-ton a year cement mill. The Bureau also locates capital for new enterprises and acts as liaison between foreign firms and local business interests. On occasion, the BDPI takes over the management of a new enterprise to train the firm's employees in general and financial management.

Specific projects for which the BDPI is seeking some form of U.S. private participation are these:

PINEAPPLE PROCESSING. Madagascar's present annual production of pineapple is 18,000 tons. Production is limited, however, by the narrow demands of domestic consumption and could be expanded greatly if a larger market were available. Through Madagascar's association with the Common Market and with an internationally known label, the BDPI feels that Madagascar could develop important sales of canned pineapple in Europe. The BDPI seeks a licensing agreement or a joint venture with a U.S. firm under which the firm would supply technical assistance and liberal financing for equipment.

BANANA PRODUCTS. Annual banana production is estimated at 155,000 metric tons, of which about 40,000 tons are exported. However, a great part of the crop is never picked and the BDPI wishes to develop production of banana flour, dried flakes, etc., to make use of the wasted part of the crop. An arrangement similar to the one for pineapple is sought.

DOLL CLOTHING. The BDPI proposes an arrangement with a U.S. doll manufacturer whereby the latter would provide patterns and textiles for doll clothing to be made in Madagascar and re-exported to the United States firm. Malagasy seamstresses are expert and the cost of labor differential would overcome freight costs.

FURNITURE. Madagascar has many varieties of hardwoods, some of which are unique to the island and several of which are eminently suitable for quality furniture. The BDPI seeks an arrangement with a U.S. furniture manufacturer under which the U.S. firm would buy locally made furniture, made according to the U.S. firm's specifications and under its technical guidance. The BDPI would expect to ship the furniture unassembled.

RATTAN PRODUCTS. Malagasy craftsmen presently produce a wide range of rattan products, many of which are of high quality. To improve the marketability of these products in the United States and Europe, the BDPI feels that improved finishing of linings and hardware, etc., should be accomplished and desires to find a U.S. firm which could act as sales agent for the products and provide the necessary guidance.

CRAB PROCESSING. The BDPI is seeking licensing agreements or a joint venture for the packing of Malagasy crab for export.

BEEF EXTRACTS. There are between 9 and 10 million head of cattle in Madagascar and beef exports run somewhat over 2,000 tons per year. Further immediate exploitation of the herds is hindered by high local cost component resulting from a low dressing rate and transport costs. Although efforts to improve the herds are being made, the BDPI is looking for immediate utilization of the resource through the production of beef extracts. A licensing arrangement or joint venture is sought.

Write: Bureau de Developpement et de Promotion Industriels, Boite Postale 3.180, 41 Rue Choiseul, Tananarive, Malagasy Republic.

Ceylonese proposes pineapple venture

Wants experienced U.S. partner to invest capital, technical aid and management assistance

A Ceylonese entrepreneur proposes a joint venture involving the cultivation of 250 acres of pineapples and processing, canning and exportation. An initial production of 1,750,000 1¼ lb. cans per year is contemplated. Expanding the area of cultivation to 2,000 acres and increasing plant output proportionately is contemplated.

Total cost of the initial project is estimated at about $400,000 of which a U.S. partner experienced in pineapple cultivation and processing would be asked to contribute 50%, plus technical know-how and management assistance.

Comprehensive study available

The Ceylonese entrepreneur is a physician and landowner who has a good reputation. He has had the Ceylon Institute of Scientific & Industrial Research (CISIR) make a comprehensive 47-page study of the proposed project which details the growing of the pineapple, pricing, labor and equipment costs, and cost of production and shipping.

U.S. firms experienced in pineapple cultivation and processing who are interested in investment in Ceylon may obtain a copy of the study on a loan basis by writing on company letterhead to the Bureau of International Commerce, 876, U.S. Department of Commerce, Washington, D.C. 20230.

To obtain additional information about this opportunity interested U.S. companies should write directly to: Dr. K. Arunachalam, No. 8 Station Rd., Welawatta, Ceylon. WTD.

U.S. licensees sought to produce, distribute goods of Canada, Germany, Britain, Sweden

Products include machines for furniture making, a new type of exhaust refiner for automobiles and an electrocardioscope

Canadian, German, British and Swedish firms offer licensing opportunities to U.S. firms to produce and distribute their products in the United States. Products offered include a battery operated portable electrocardiogram viewer, a photocell impulse code system, valves and flanges, an exhaust refiner and a series of wood graining machines.

For additional details concerning these products and the names and addresses of the manufacturers, **write:** the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

● A license is offered by a Swedish firm for the U.S. production of a U.S. patented photocell impulse code system for identifying the presence of vehicles in allotted parking places. It is particularly useful in "do it yourself" parking lots and garages. The system offers an automatic control which assures that the motorist has paid his fee for parking or for using the parking space. A fully automatic parking meter system with a gate which automatically closes behind the car as long as the fee is not paid is another development of the inventor. **File 1460.**

● A German manufacturer is interested in granting a license to a U.S. firm to produce its electrocardioscope which it identifies as Visicard 7. This instrument is a battery-operated, fully transistorized electrocardiogram viewer and is designed for immediate use in emergency cases. The company reports the instrument is ready for operation within 12 seconds and that it is particularly valuable for heart and circulation failures, for post-operational emergencies, accidents and so forth. The Visicard 7 weighs only a little over 2 lb. and was developed by the German company in collaboration with the Anaesthesia Dept. of the Tuebingen University Surgery Clinic. **File 1461.**

● A Canadian owner and manager of a wood graining machine company is interested in granting a license to a U.S. firm to manufacture its line of machines in the United States.

Among the more versatile machines developed by this company is a horizontal graining machine set up to print in one, two or three colors, reportedly able to reproduce with a perfect registration various patterns such as wood grains, stars, snowflakes, flowers and so forth regardless of the length of material. Two vertical machines are in the line with one for one color and the other for two-color work. These machines are reputed to be ideally suited to meet the needs of cabinet makers and furniture manufacturers.

Other machines include a curtain coater of which the type E model has been specially designed for profile coating and, according to the company, has been enthusiastically acclaimed by manufacturers of snow skis and water skis.

The equipment line also contains an all purpose graining machine specially designed to permit printing on pieces of various shapes either flat or curved and a surface polishing machine. **File 1462.**

● An exhaust refiner for use on automobiles, industrial chimneys, restaurants, etc., has been developed by a Swedish technician and a U.S. company is being sought that would be interested in manufacturing this refiner in the United States under a licensing agreement. It is claimed that this device, which is to eliminate impurities from exhaust gases, will lend itself readily to mass production with a net production cost estimated at $19.30 a unit. This particular product was displayed in an exhibit for inventions in New York in September 1966. **File 1326-R.**

● A British company producing a patented line of valves, flanges and related items wishes to contact a U.S. firm interested in manufacturing its products in the United States and Canada under a licensing arrangement. A U.S. firm with a Canadian affiliate is desirable as the British company's "Mantonflange" has been patented in Canada. This product, used throughout the pipeline contracting industry, is also used extensively for fittings to pumps, valves, filters, bellows and tanks. For production in the United States, the U.S. patented pipeline ball valves is sought.

The company claims the "Mantonflange" cuts the corrosive pipeline costs; cuts costs on pumps, valves, filters and associated equipment; and development in its equipment including its oxygen lance steel melting nozzles are all designed to be less complicated and less expensive than existing equipment. **File 1406-R.**

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Philippine Government sets priorities for investors

The Philippine Government is offering investors assistance in the form of equity participation, loans and guarantees of foreign loans for these 15 priority industries:

Integrated wood processing, integrated pulp & paper, industrial salt, soda ash, fertilizer, polyethylene, antibiotics, cement, refractories, coke plant, surigao laterite, copper, ferro-alloys, agricultural machinery and ship building.

Write: Department of Commerce & Industry, Boston St., Port Area, Manila, Philippines.

TIRE RETREADING MATERIALS

A German manufacturer of rubber tire tread and vulcanizing equipment seeks a license to produce vulcanized rubber tire treads and a complete line of vulcanizing equipment.

Write: Reifen Schelkmann GmbH. & Co., KG., 85 Crengeldanzstrasse or Postfach 348, 581 Witten/Ruhr, Germany. WTD.

Partners of Alliance sponsors its first investment meeting

The Texas Partners and the Texas Industrial Commission will conduct a business and investments conference at Austin, Tex., Nov. 28. About 10 or 12 Peruvian entrepreneurs will have an opportunity to discuss investments with a group of 100 Texas businessmen.

This conference is an outgrowth of the Partners of the Alliance program in which individual states in the United States team up with countries and provinces in Latin America to promote self-help projects.

James H. Boren, Director of the Partners of the Alliance Programs, states that the "Peruvians will be addressing the group on general investment matters but they will be bringing with them sepcific joint venture projects to discuss individually with Texans who may be interested in investments or commercial relationships."

This is the first Partners sponsored business and industry conference but Boren believes that "other states will be following suit now that the Partners program is maturing."

This Texas-Peruvian conference is another step forward in creating an international investment climate whose end result is increased trade. The success of this first conference will augur well for many such industry meetings sponsored by Partners of the Alliance.

License to make knitted clothing for women asked by Ecuadorean company

A licensing arrangement with a U.S. women's knitted clothing manufacturer to produce sportswear, suits, coats and dresses from acrylic, jersey type weaves is sought by a Quito spinning mill concern.

The Ecuadorean firm is spinning approximately 55,000 lb. of acrylic yarns monthly and plans initially to use about 11,000 lb. of this production for the new clothing project. The complete process will consist of yarn spinning, textile weaving, garment cutting and finishing.

It is anticipated that the total production of women's clothing will be consumed by the Ecuadorean market. There is a steady demand for domestically produced women's ready-to-wear and custom made outerwear, since restrictions limit their importation. According to the Quito firm, U.S. clothing designs and colors appeal strongly to Ecuadorean buyers.

The Quito firm indicates that several plants in the area producing such garments as pajamas, shirts and underwear under U.S. licenses are thriving operations. None of these firms, however, manufacture women's acrylic yarn outerwear.

Established in 1963, the Quito firm has approximately 100 employees.

To obtain additional information about this opportunity interested U.S. companies should **write:** Delltex Industrial S.A., P.O. Box 2036, Quito, Ecuador. WTD.

Airport service venture sought by Korean firm

A Korean tourist and transportation company seeks a joint venture with an experienced U.S. firm to negotiate for an airport service contract to be awarded by the Korean Ministry of Transportation.

A U.S. company is asked for technical assistance and necessary equipment.

The contract will involve managing various airport facilities, including the terminal, and providing services to all airlines.

The majority of services for the Korean commercial airports are now supplied by Korean Airlines, but the Ministry of Transportation is planning to have these services handled by an independent company.

Reportedly, six firms have already registererd with the Ministry as qualified to provide these services and at a later date one company will be granted the airport contract.

Interested U.S. firms should **write:** The New Asia Tourist Service and Transportation Co., 85-2, 1-ka, Ulchiro, Chung-Ku, Seoul (I.P.O. Box 2761 Seoul), Korea. WTD.

Finnish inventor seeks license to make device

A Finnish inventor seeks a license to manufacture his rope fastening safety device for use by men working on roofs and building facades.

U.S. firms interested in obtaining detailed information and drawings should contact: Finnish Market Facts Ltd., Topeliuksenkatu 17 C, Helsinki 25, Finland.

Collaboration in municipal development project sought by Western Australia

The Government of Western Australia is seeking inquiries from private developers who can offer imaginative and preferably self-financing proposals for a redevelopment project in Perth.

The project involves sinking below ground level the multi-track railroad which now runs through the center of the city and planning large scale commercial development of the air-space over the tracks to cover the cost of this redevelopment. Perth's population of about half a million is expected to treble in the next 30 years.

To obtain further information and complete details, firms experienced in major development projects of this nature should **write:** Minister for Town Planning, Perth, Western Australia, Australia.

ELECTRICAL PRODUCTS

A license to manufacture high and low voltage switches, multi-pole connectors and similar special electrical products for the machine building industry is sought by a German producer of electrical devices.

The German firm, which is willing to negotiate on the type of return with a potential U.S. partner, is particularly interested in manufacturing newly developed products. Currently, the German company markets its line of electrical products in West Germany.

The firm's manufacturing operation is served by adequate power and transportation facilities, including an airport and inland waterway port approximately 20 miles from its plant.

Write: Elektro-Moessner KG, 7060 Schorndorf/Wuertt., Wiesenstrasse 39, West Germany. WTD.

CONCRETE MIXERS

A French manufacturer of railroad and tank cars, trailers and tow trucks seeks a license to produce truck or trailer mounted concrete mixers.

Established in 1872, the Paris firm has considerable experience and recently received an order for 400 refrigeration cars from the French national railroad system.

The company has three plants, approximately 2200 employees and an annual business volume of about $31 million.

Write: S. A. Frangeco, 38 Avenue Hoche, Paris 8eme, France. WTD.

Syria invites bids on construction of railroad beds and earthworks

The Syrian Railway Management invites sealed international bids for the construction of earthworks and road beds between Raqqa and Dier ez Zor, a distance of about 85 miles. This contract, the eighth portion of the railway line (between Kamishli-Aleppo-Lattakia), includes cutting a line, including a clearing and excavating the land and making embankments for the preparation of the roadbed; construction of bridges of reinforced concrete; construction of drainage facilities.

The specifications include these conditions: 550 days construction time; a monetary guarantee of 250,000 Syrian pounds or about $61,660; a penalty for delay of 2,000 Syrian pounds or about $333 per day; a percentage of the monthly payments of the balance will be paid in foreign currency; a 15% advance will be paid upon starting of the work.

Interested companies can purchase for 500 Syrian pounds (about $125) the specification file either from the Ministry of Communications (Railway Liaison Office) in Damascus or at Director's office, Syrian Railways, Aleppo.

Companies who have completed similar work, have financial and technical ability and the necessary equipment for this project, are invited to submit their bids to the Director's office before 2 p.m., Dec. 15.

A translation copy of this tender is available to firms located in the United States from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lounsbo-Sagn Building. Area Code 907 Tel. 272-4331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Pavement Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5103 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 229-2611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4343.

SALT LAKE CITY, UTAH, 84111, 2239 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Cyprus to supply carob plant

The Committee, The Co-operative Carob Marketing Federation Ltd., P.O. Box 305, Limassol, Cyprus, has issued a tender for the supply of a complete plant for the processing of carob kernels. The plant capacity should be ten tons of carob kernels per shift of eight hours.

Bid deadline is Nov. 15.

A copy of the tender notification is available on a loan basis to firms domiciled in the United States from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-5589. Tenders may also be obtained from the Committee at the above address in Cyprus.

U.N. seeks foodstuff suppliers

The United Nations has issued an invitation, No. UNEF 67-1, with a deadline of Nov. 16, for the supply of meat, fish, dairy products, canned foods, etc., for the United Nations Emergency Force, Gaza, United Arab Republic.

A copy of the invitation is available to firms located in the United States from Mr. Adolfe E. Hegewisch, Rm. 2149, United Nations, New York, N.Y. (Telephone: 212-PL. 4-1234, Ext. 668).

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **LIBYA**—Cancellation of Idris housing construction, Tender Nos. 879 through 887, included in first stage of the $1.1 billion housing plan, was announced by Ministers of Finance. (INTERNATIONAL COMMERCE, May 9, pgs. 26, 27). New bids are to be issued soon, with bidding and selections to be completed before the last of Jan., 1967.

162 Heavy construction, except highways, streets

● **CYPRUS**—16.5 miles of 132 KV 0.27 sq. in. Cu. eq. S.C.A. double circuit transmission line on lattice steel towers from Moni to Polemidhia (near Limassol) on the southern coast of the island. Tenders will only be considered for complete supply and erection which includes manufacture, supply testing, packing, delivery, erection, commissioning and maintenance for 12 months of the H.V. transmission line. Tender No. 1630/17, Ref. 787/9021/66; bid deadline 12 noon, Jan. 17, 1967. Bids to remain valid for 3 months from deadline date. Interested companies can obtain tender documents (set of four documents) upon payment of $56.25 (not refundable) from the General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia. A copy of "Brief Description of Contract Work" is available to firms located in the U.S. from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. Telephone: 202-WO 7-3601.

● **TANZANIA**—Construction of three additional deep-water berths at Dar-es-Salaam for the railways and harbors development program. Invitations to bid, with the option to extend contract for additional berths will soon be issued. The first three berths comprise the construction of 1,800' of deep water wharves of steel piles with reinforced concrete beams and deck slab, also the shore reclamation behind the wharf structure. The work also includes some 500,000 cubic yards of soft dredging. Firms wishing to bid should write to the Consulting Engineers, Messrs. Coode and Partners, 2 Victoria St., London, S.W. 1, England, before Nov. 21. Statement should include previous construction experience of this type, financial standing and the availability of necessary construction equipment. Application must be written in English, and organizations acting as an agent for any firm, contractor, or supplier of materials will not be considered, nor will telephone inquiries be accepted.

200 Food

THAILAND—All kinds of food for diabetics; c.i.f. prices, catalogs requested. The B.N.C. Ltd. (importer, exporters, contractors), 181-185 Jawarad Rd., Bangkok. WTD 9/29/65.

201 Meat Products

FRANCE—Frozen meats, primarily liver (poultry, pork), other quick-frozen food products. Requests replies in French. Rougie-Vivies (wholesalers), 46- Souillac, Lot. WTD 10/14/66.

203 Canning, preserving foods

PAKISTAN—Canned and bottled fruits, vegetables, preserves, jams. F. D. Piracha & Co. Ltd. (importing distributor), 19 Dinga Singh Bldg., 46 The Mall, Lahore, West Pakistan. WTD 10/10/66.

SPAIN—Honey, molasses, sugar cane syrup. Requests replies in Spanish, French. M. Bumedien Budih (importer, exporter, retailer, wholesaler), General Prim, 15, P.O. Box 265, Melilla. WTD 9/28/66.

207 Confectionery

FRANCE—Confectionery to be distributed by coin-operated vending machines. Requests replies in French. Direct purchase and agency. Parimatic (wholesaler), 142, Rue du Faubourg St. Martin, Paris, 10e. WTD 4/12/65.

World Trade Opportunities Continued to page 40

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

220 Textile mill products

NEW ZEALAND—Women's dress materials, furnishing fabrics of natural cotton or manmade fiber. Quotes on f.o.b. basis and samples requested. Direct purchase and agency. A. Bester (importer), A. Bester Ltd., P.O. Box 3129, Auckland. WTD 10/3/66.

Soft furnishing fabrics, drapes, printed fabrics for upholstery trade. Quotes and samples requested on f.o.b. or c.i.f. basis. Direct purchase and agency. Managing Director, G. H. Lander Ltd. (importer, manufacturers' representative), P.O. Box 2265, Auckland. WTD 10/3/66.

SWEDEN—Upholstery fabrics, cotton, wool, man-made fiber. Agency and direct purchase. Gosta Svensson Textil AB (wholesaler, agent), Frokontrollsgatan 5, Vastra Frolunda. WTD 10/5/66.

Fabrics of all kinds for shirts, blouses, dresses, trousers, slacks, jackets. Agentur-Centralen i Boras AB (agency), Elinsdalsgatan 6, Boras. WTD 10/13/66.

221 Broad woven fabric mills, cotton

ENGLAND—Shirting materials for manufacture of men's and boys' modern-style shirts. Wenslow Manufacturing Company Ltd. (importers, exporters, manufacturers), 52a Blackstock Rd., Finsbury Park, London, N.4. WTD 10/5/66.

222 Broad woven fabric mills, manmade fiber, silk

ENGLAND—Shirting materials for manufacture of men's and boys' modern-style shirts. Wenslow Manufacturing Co. Ltd. (importer, exporter, manufacturer), 52a Blackstock Rd., Finsbury Park, London, N.4. WTD 10/5/66.

225 Knitting mills, products

NETHERLANDS—Men's sweaters, socks, sports, winter wear. Jan Cornelissen Import Export Co. (importer, wholesaler, agent, exporter), 40 van Oldenbarneveldtweg, Wassenaar. WTD 1/27/66.

SPAIN—Ready-made cloth, outer and underwear, knitwear for men, women. Requests replies in Spanish, French. M. Bumedien Budih (importer, exporter, retailer, wholesaler), General Prim, 15, P.O. Box 265, Melilla. WTD 9/28/66.

227 Floor covering mills, products

SWEDEN—Pile bath mats and accessories, cotton, manmade fiber. Agency or direct purchase. AB Vav- & Hemstickning (manufacturer, wholesaler), Travad. WTD 10/13/66.

Rugs and carpets, all kinds. Agency and direct purchase. Gosta Svensson Textil AB (wholesaler, agent), Frokontrollsgatan 5, Vastra Frolunda. WTD 10/5/66.

229 Textile goods

SWEDEN—Plastic-coated fabrics, plain, printed for lawn swings. Nibo-Verken (manufacturer), Nils Nilsson, Osby. WTD 10/12/66.

230 Apparel

GERMANY—Outer garments for children up to three years. Price quotations c.i.f. European ports. Rudolf Scharnberg (importer, wholesaler, sales agent), 30 Charlottenstrasse, 4 Duesseldorf. WTD 10/13/66.

231 Men's, youths', boys' suits, coats, overcoats

NETHERLANDS—Men's lightweight and other suits, tuxedos, full dress, jackets, overcoats, of wool, synthetic, blended type materials. Jan Cornelissen Import Export Co. (importer, wholesaler, agent, exporter), 40 van Oldenbarneveldtweg, Wassenaar. WTD 1/27/66.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Men's sport shirts, underwear, neckties, scarfs, mufflers, slacks, blue jeans, swimming suits, beachwear, other sports clothing. Jan Cornelissen Import Export Co. (importer, wholesaler, agent, exporter), 40 van Oldenbarnsveldtweg, Wassenaar. WTD 1/27/66.

238 Apparel, accessories

NETHERLANDS—Gloves, dressing gowns, raincoats, belts. Jan Cornelissen Import Export Co. (importer, wholesaler, agent, exporter), 40 van Oldenbarneveldtweg, Wassennaar. WTD 1/27/66.

242 Sawmills, planing mills

SOUTH AFRICA—Lumber, Southern yellow pine, dense or long-leaf structural 65, 6″x6″, 6″x9″, 9″x9″ etc., in lengths of 16' to 34'. Mr. N. Guttmann (manufacturers' representative), P.O. Box 9790, Johannesburg. WTD 3/15/65.

264 Converted paper, paperboard products

BELGIUM—Work clothing made of paper. Direct purchase and agency. Sarma S.A. (retailer), 13-15 Rue Neuve, Brussels. WTD in preparation.

SWEDEN—Wallpaper. Norrkopings Tapetfabrik AB (importer, retailer, exporter, wholesaler, manufacturer), Kallvindsgatan 7, Norrkoping. WTD 10/3/66.

281 Industrial chemicals

● **BURMA**—Textile chemicals, 14 in all, quantities ranging from 0.5 to 300 metric tons, packed in 50 to 200 Kg. containers. Dyestuff chemicals and auxiliaries, 50 items, in quanti-

ties ranging from 50 to 11,000 Kgs., packed in 0.5 to 50 Kg. containers; 16 items listed as wetting, desizing and bleaching agents, in quantities ranging from 0.5 to 27.2 metric tons, in 50 Kg. containers. Tender No. 2(66/67), bid deadline Nov. 10. Chairman, Textile Mills (I.D.C.) Thamaing, Rangoon.★ (Telephone: 202-WO 7-2067).

● **INDIA**—Phosphoric acid, 54% P_2O_5, 85,000 metric tons, f.o.b. tanker, Bombay, to be supplied over three-year period in monthly or bimonthly consignments with deliveries starting latter part of 1967. Bidders are to indicate prices of sulfur and phosphate rock on which quotation of phosphoric acid is based. Bid deadline Nov. 30. The Fertilizer Corporation of India Ltd., Trombay Division, Chembur, Bombay 74AS.★ (Telephone: 202-WO 7-3465).

PAKISTAN—Tanning chemicals for curing hides, skins. F. D. Piracha & Co. Ltd. (importing distributor), 19 Dinga Singh Bldg., 46 The Mall, Lahore, West Pakistan. WTD 10/10/66.

THAILAND—17,000 lb.-tartaric acid of white granular crystalline odorless powder, contains not less than 99.7% of $C_4H_6O_6$; loss on drying and residue on ignition not more than 0.5% and 0.05% respectively. Requests c.i.f. quotations with 1-lb. of material as sample. Lee Kia Huat Ltd. Part (importer, indent agent), 178-190 Suan Luang Rd., Pratumwan, Bangkok. WTD 4/26/66.

TURKEY—Ethylene-glycol as raw material for synthetic fibre textiles manufacture. (Requests price quotations, delivery time and sales terms.) Tac Sanayi ve Ticaret A.S. (textiles manufacturer), Camdibi P.K. 548, Izmir. WTD 1/12/66.

282 Synthetic materials

BRAZIL—Synthetic yarns and fibers such as polyamides, acrylics, polyesters, polypropylene. Direct purchase and agency. Companhia Santo Amaro de Automoveis (manufacturer, importer, agent), Rua 15 de Novembro 137, 10° andar, Sao Paulo. WTD 10/4/66.

ENGLAND—Polythene, polypropylene. Direct purchase and agency. John Hellynar and Co., Ltd. (manufacturer, exporter, importer), Colewood Road Industrial Estate, Swalecliffe, Whitstable, Kent. WTD 9/4/66.

THAILAND—Cellophane tear strip in reel, red, dark blue, 10,000 lb. for each color. Net weight (exclusive of core) not less than 2 lb. per reel, 3/32" wide, inside diameter of core Ø-1¼" and length of core 4-4.2". Requests c.i.f. prices with one reel of material for sample. Lee Kia Huat Ltd. Part (importer, indent agent), 178-190 Suan Luang Rd., Pratumwan, Bangkok. WTD 4/26/66.

WALES—Polythene film, low density, high clarity, 60 gauge or lower, in roll form 2" wide. Colors required are clear, white, red, green, royal blue, yellow, brown. Estimated quantity required per annum approximately 3,000/4,000 lb. Direct purchase and agency. Porth Textiles Ltd. (manufacturer), Llwynypia, Rhondda, Glamorganshire, Wales. WTD 10/7/66.

283 Drugs

DOMINICAN REPUBLIC—Drugs, pharmaceutical preparations. Direct purchase and agency. De Lima & Gil, C. por A. (importer, retailer), Luperon No. 33, Santo Domingo. WTD in preparation.

MOZAMBIQUE—Drugs, biological products, medicinal chemicals and pharmaceutical preparations. Direct purchase and agency. Boror Comercial, S.A.R.L. (general importer, agent), P.O. Box 4, Lourenco Marques. WTD in preparation.

PAKISTAN—Cultured media, blood sera's etc. Lab-Aids Corporation (importing distributor), 4 Pak Chambers, Nila Gumbad, P.O. Box 178, Lahore, West Pakistan. WTD 10/10/66.

289 Chemical products

FINLAND—Adhesives for building industry. Oy Martor Ab (importer, distributor), Vilhovuorenkatu 11, Helsinki 50. WTD 10/5/66.

291 Petroleum refining

● **SUDAN**—Locomotive, carriage and wagon axle lubricating oil, 1500 metric tons. Contract No. 3583, bid deadline 12:00 noon on Monday, November 28. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London S.W.1.★ (Telephone: WO 7-2355).

307 Plastic products

AUSTRIA—Polyester products for use in boat building. Direct purchase and agency. Franz Kraftl (importer, wholesaler, manufacturer's agent), Parkring 4, A-1010 Vienna. WTD 10/6/66.

319 Leather goods

HONDURAS—Dog collars, chains, muzzels, brushes. Agencia Hammer, S. de R. L. de C. V. (importer, distributor), P.O. Box 101, Tegucigalpa. WTD 12/21/65.

322 Glass, glassware

AUSTRIA—Table and kitchen glassware of all kinds, mass-produced items only. Requests replies in German. Heinrich Funke Kommanditgesellschaft (importer, wholesaler, manufacturer's representative), Koeglstrasse 22, A-4020 Linz. WTD 10/4/66.

Institutional glassware, glass containers, other glass products for industrial and commercial use. Direct purchase and agency. "Europa-Glas" Hilmar Haebler (importer, wholesaler, manufacturers' representative), Fasaneriestrasse 13, A-5020 Salzburg. WTD 10/4/66.

326 Pottery, related products

● **BURMA**—Porcelain plumbing fixtures for supply of stores, including following items: 12,750 sets Asiatic type water closets, 2,100 prs. foot treads, 1,160 sets European water closets, 1,100 white vitreous china lavatory basins 22" x 16", 60 surgeon's wash basins, 1,100 fireclay sinks, 110 laboratory sinks, 100 stainless steel sinks, 150 bed pan sinks, three white fireclay, three stall urinals, 570 white vitreous china, flat back, wall urinals, 30 bidets, four internal bowl baby baths, 30 white vitreous china drinking fountains. Tender No. 128 CONST/PWC/66-67, bid deadline Nov. 21. Director of Engineers, Public Works Corp., No. 60 Shwedagon Pagoda Rd., Dagon P.O. Rangoon. Cable "DTEWORKS" Rangoon.★ (Telephone: 202-WO 7-3601).

FRANCE—China tableware and kitchen articles, glassware, related general supplies for hotels, restaurants, institutions. Direct purchase and agency. Requests replies in French. Lambert & Bieler (dealers), 38 Rue Wilson, 46-Cahors, Lot. WTD 10/7/66.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Acoustical ceiling tiles, associated components. Direct purchase and agency. Bowsers Applications Pty. Ltd. (importer, wholesaler, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. Attn. Mr. Valentine. WTD 3/1/66.

INDIA—496 metric tons of grinding media balls and pebbles, sizes ranging from 30 mm to 100 mm dia. for balls and 16 x 16 mm to 25 x 25 mm for pebbles. List of items required available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Orissa Cement Ltd. (manufacturer), Stephen House, 4 Dalhousie Square East, Calcutta. WTD 2/9/65.

THAILAND—Striped kraft bitumen paper, 900 reels, size 11.4 x 104" per reel, inside diameter of core 6.6", diameter of reel not to exceed 28 inches. Quote lowest c.i.f. prices. Requests 12" for sample. Lee Kia Huat Ltd. Part. (importer, indent agent), 178-190 Suan Luang Rd., Tambon Wangmai, Prathumwan, Bangkok. WTD 4/26/66.

331 Steel mill products

● **BURMA**—Wire rope: 27 coils 720' each. Sizes 3/16" to ⅞" dia. Tender No. 3(T) CONST/POI/DD/(66-67), bid deadline Nov. 20. Procurement Manager, People's Oil Industry, P.O. Box 1049, Rangoon.★ (Telephone: 202-WO 7-2363).

● Galvanized sheets: 580 tons 8' x 3' x 28 ga.; one ton 8' x 3' x 24 ga.; one ton 8' x 3' x 16 ga.; one ton 6' x 3' x 24 ga.; 17 tons 8' x 3' x 26 ga. Tender No. MEIC/18/T-22/66-67, bid deadline Nov. 21. The Manager, Industrial Raw Materials, Myanma Export Import Corp. (Import Division), No. 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Wire fabric, reinforcing steel No. 9 x 7 ft. wide x 240 ft. long: 19 rolls required. Tender No. 4 (T) CONST (CAP)/SR/POI(66-67), bid deadline Nov. 30. The Procurement Manager, Peoples' Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

FINLAND—Hardened nails. Oy Martor Ab (importer, distributor), Vilhovuorenkatu 11, Helsinki 50. WTD 10/5/66.

● **INDIA**—2824 metric tons of steel plates to Specification I.S.S. 2062/62 Gr. 42W with copper content of 0.2% to 0.35% for plates up to and including 12 mm. thick. Size range in mm., 5 x 1500 x 4000 to 20 x 1500 x 3000. Tender No. S-70 of 1966, bid deadline Nov. 7. Director, Wagon Production, Ministry of Railways (Railway Board), Rail Bhawan, Raisina Rd., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/2127), 2536 Mass. Ave., NW., Washington, D.C. 20008. Tender fee (not refundable) $1.50 each. One copy of the documents may be examined in Rm. 4224, Iron & Steel Division, BDSA, Dept. of Commerce, Washington, D.C.

● **IRAN**—Ingots, gray cast-iron, for making brake shoes for railway cars: 350 tons required. Tender No. 1196/45, bid deadline Jan. 7, 1967. Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-2363).

ITALY—Stainless steel sheets AISI 430 finish 2B; quality AISI 302/304 finish 2B; thickness from .5 mm-2 mm. Acciai Fortuna (wholesaler, dealer), S.p.A., Via O. Salomone 71, Milan. WTD in preparation.

PAKISTAN—Ferro Manganese Mn=75-80%+C=6-8%; ferro silicon Si=75-80%+Al=1% max., ferro molybdenum Mo=60-70%+C=0.5% max., ferro chrome Cr=60-70%+Si=

4-5%+C=6% max., ferro phosphorus P=20-30%. Ferro sulphur S=25-35%, ferro vanadium V=80%, ferro tungston W=80-85%+C=0.1% max., silico manganese Mn=60-70% Si=20-25%+C=1.5% max., nickel shots or nickel pellets Ni=99.5%. Steel Castings Ltd. (importing distributor, manufacturer), G.T. Rd., Gujranwala, West Pakistan. WTD 10/4/65.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Aluminum 761,600 lb. various size circles, 22,400 pounds 20 SWG 6' x 3' sheets, 67,200 lb. various size strips, 11,200 lb. wire. Tender No. MEIC/18/T-35/66-67, bid deadline Nov. 25. Revolutionary Government of the Union of Burma Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WOrth 7-4579).

● **HONG KONG**—80 long tons of plumber's solder (to British Standard Specifications 219/1959). Reference No. CE 2311/RG/AL, bid deadline Nov. 9. The Hong Kong Telephone Co. Ltd. Tender Supplies Committee, G.P.O. Box 479, Hong Kong. Documents available upon telephone request from Miscellaneous Metals and Minerals Division, BDSA, U.S. Department of Commerce. (Telephone: 202-WO 7-2298).

THAILAND—Plain aluminum foil, 20,000 reels, size 4.2 x 62" per reel, foil wound on inside, tissue paper for cover on outside. Overall diameter, not to exceed 12.5", inside diameter of hole in core 2.3". Requests c.i.f. quotations with one reel of material for sample. Lee Kia Huat Ltd. Part. (importer, indent agent), 178-190 Suan Luang Rd., Tambon Wangmai, Pratumwan, Bangkok. WTD 4/26/66.

Solid-backed aluminum foil, 1,000 reels size 4.6 x 62" per reel, bright side of foil out, inside diameter of core 2.3", overall diameter of reel not to exceed 15½". Surface of the material should be bright and smooth. C.i.f. prices requested with half reel of the material for sample. Lee Kia Huat Ltd. Part. (importer, indent agent), 178-190 Suan Luang Rd., Tambon Wangmai, Pratumwan, Bangkok. WTD 4/28/66.

342 Cutlery, hand tools, general hardware

AUSTRIA—Marine hardware. Direct purchase and agency. Franz Kraftl (importer, wholesaler, manufacturer's agent), Parkring 4, A-1010 Vienna. WTD 10/6/66.

● **BURMA**—Large quantities, various types and sizes of sledge hammers. stone breaking hammers, jumpers and axes. Tender No. 006/CONST/PWC/66-67, bid deadline Nov. 15. The Director of Engineers. Public Works Corporation. No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of large quantities of files, saws, clamps, pincers, chisels. etc. Tender No. 007/CONST/PWC/66-67, bid deadline Nov. 18. The Director of Engineers, Public Works Corp., No. 60 Shwedagon Pagoda Rd.. Dagon P.O., Rangoon.★ (Telephone 202-WO 7-5589).

GERMANY—Metal accessories of all kinds, adapters for construction of counters and shelves used in shops, offices and households, light metal articles for construction of do-it-yourself furniture. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Tetrax GmbH. (sales agent), 297 Hauptstrasse, 5873 Ihmert Kr. Iserlohn. WTD 10/10/66.

NETHERLANDS—Automotive hand tools such as ratchets and sockets, combination, open-end, box and adjustable wrenches, pliers, valve lifters, piston aligners, screw extractors, keys and other special purpose tools. Exclusive representation of American manufacturers and/or their export houses requested. N.V. Technisch Bureau M. Weijerman (importer, wholesaler, sales agent), 128-134 Brouwersgracht, Amsterdam. WTD 11/5/65.

THAILAND—Tools for use in service garages and workshops. Catalogs, c.i.f. Bangkok prices. The Sacred (importer, retailer), 57 Opposite Wat Soi Thong, Pracharaj Rd., Bangkok. WTD 10/4/66.

343 Heating apparatus, plumbing fixtures

ENGLAND—Industrial gas burners and associated equipment for plants from one-half million to 30 million BTU's per hour. Direct purchase and agency. Thermal Deevlopments Ltd. (manufacturer), 280 Fulham Rd., London, S.W.10 WTD 9/15/66.

345 Screw machine products

● **BURMA**—Supply of various types and sizes of bolts and nuts. Tender No. 9(T) CONST-POI/DD(66-67), bid deadline Nov. 12. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

FINLAND—Blind rivets, huckbolts, wall plugs, plastic fasteners, expansion bolts, fixing anchors, cladding and roofing fasteners, self-tapping screws, self-drilling screws and anchors, tube clips. Oy Martor Ab (importer, distributor), Vilhovuorenkatu 11, Helsinki 50. WTD 10/5/66.

349 Fabricated metal products

ENGLAND—Door bolts, locks, other security systems, electrically operated, preferably simple to operate. Direct purchase and agency. Radio-Aid Ltd. (manufacturers, exporters, importers, sales agents), 347 Hornsey Rd., London, N.19. WTD 9/20/66.

351 Engines, turbines

AUSTRIA—Outboard motors for sport and pleasure boats. Direct purchase and agency. Metzeler Gesellschaft m.b.H. (importer, wholesaler), Engerthstrasse 169, A-1020 Vienna. WTD 10/6/66.

352 Farm machinery

ENGLAND—Lawn mowers, hand and motor propelled. Sheen (Nottingham) Limited (manufacturers), Greasley St., Bulwell, Nottingham. WTD 9/23/66.

SPAIN—Portable and manual lug bandsaws, small motocultures and "mechanical mules". Cuevas y Cia., S.L. (importer, wholesaler), Avenida de Pontevedra N°. 17, Orense. WTD 8/12/66.

353 Construction, mining, materials handling machinery, equipment

GERMANY—Buckeye trenchers. Requests price quotations f.o.b. factory. Guenther G. Gierlichs, Bergbau- und Industriemaschinen (importer, wholesaler), 86 Bachemer Strasse, 5 Koeln-Lindenthal. WTD 10/7/66.

354 Metalworking machinery

ENGLAND—Cutting-off and tube-bending machinery. Direct purchase and agency. Addison Tool Company Limited (manufacturers, exporters, importers, sales agents), Eastwood St., Mitcham Lane, London, S.W.16. WTD 9/29/66.

Single-point clamped tools, milling cutter clamped inserts indexable and adjustable, boring cartridges and bars, all using throw-away carbide tips. Direct purchase and agency. D. Hinton Ltd. (manufacturers), School Lane, Exhall, Coventry. WTD 9/15/66.

● **INDIA**—One horizontal straightening machine suitable for rail and structural steel shapes, tender No. BPO/1018/W437/PR/53844. Two motor driven pedestal circular saw sharpeners, tender No. BPO/1020/W-18450/PR/51305. Two band saw brazing units suitable for joining blades up to 2½" wide, tender No. BPO/1020/W/18448/PR/51303/P. Bid deadline Dec. 7. Global procurement. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5652).

● **KOREA**—Various types of metalworking machinery, including: one 500-ton gate type hydraulic press, one 400 and 500 amp. heliwelder, one pipe bender, one air hammer, 500 kg capacity, three electric hoists—2.000 kg capacity, air compressors, one press brake—daylight 425 mm, working width 2500 mm, distance between uprights 2000 mm, one centerless grinder—workpiece up to 120 mm dia., one surface grinder, capacity 12" wide x 19" high x 24" long. Tender No. KFX-6171-S, bid deadline Nov. 14. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5652).

● **SUDAN**—Combination machine suitable for punching and shearing steel plate 1" thick and angle shapes up to 6" x 6" x ½" thick. Contract No. 3631, bid deadline Dec. 21. Controller of Stores. Sudan Railways, Atbara.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

FINLAND—Fastening tools, pneumatic nailers, mechanical fasteners, cartridge operated tools, electric and pneumatic hammer drills, "direct fixing systems" for house and shipbuilding industries. Oy Martor Ab (importer, distributor), Vilhovuorenkatu 11, Helsinki 50. WTD 10/5/66.

GUATEMALA—Machinery for printing standard daily newspaper, weekly magazine, colored comic books. Request replies in Spanish. PUBLICIDAD Centroamericana (de Integracion, S.A.) (advertising agency), 3a. Avenida 11-12, Zona 1, Guatemala City. WTD 11/16/65.

FRANCE—Woodworking machinery, attachments, tools of all categories. Modern equipment, light and medium-duty including machines and products for use by cabinetmakers and other artisan workers. Direct purchase and agency. Catalogs, price lists requested. Requests replies in French. Lassery & Cie. (Etablissements) (importers, wholesalers), Rue General Cavaignac (B.P. 277); 19- Brive, Correze. WTD 10/14/66.

HONDURAS—Linotype machine, used offset machine to make 16" calendars in three colors. Requests replies in Spanish. Ernesto Corea Vega (printer), Imprenta "ECA", Barrio Guanacaste, Tegucigalpa. WTD 9/19/66.

ITALY—Faucets, valves, corks, gaskets, etc., for milk and cheese industry. S.I.A. Francesco

Guarneri & Figlio (importer, exporter, wholesaler), Via Ugo Bassi 1, Milan. WTD in preparation.

SPAIN—Rubber castings and processing machinery. Norberto Navarro, S.A. (manufacturer), Calle General Jordana 7-11, Elda (Alicante). WTD 9/30/66.

THAILAND—Small machinery to produce cone-shaped paper cups for drinking water. Illustrated brochures and c.i.f. Bangkok prices. Siam Merchandise Ltd. Partnership (importer, wholesaler), 236 Charoen Vieng Rd., Bangkok. WTD in preparation.

● **URUGUAY**—One bottle washing machine with a capacity of 6,000 bottles per hour. Tender No. 5910, bid deadline Nov. 10. Only firms or individuals established in Uruguay may participate in the bidding. Administracion Nacional de Combustibles, Alcohol & Portland, Seccion Licitaciones, Paysandu y Avda. Agraciada, Montevideo. Specifications are available in Spanish.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

● **BURMA**—Supply of one air compressor with a capacity of 220 cu. ft. of free air per minute. Tender No. 1(T)/MCY(CAP)/SR/POI/(66-67), bid deadline Nov. 30. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

ENGLAND—Fuel briquetting machinery. Direct purchase and agency. Powertherm Combustion Ltd. (sales agents), Consort House, 97 Princess Rd., Leicester. WTD 10/7/66.

SPAIN—Industrial equipment for ordinary water treatment and for desalinization. Direct purchase and agency. Ingenieria de Aguas Industriales, S.L. (INGAIN) (importer, wholesaler, manufacturer), Apartado 114, Irun, Guipuzcoa. WTD 11/9/65.

357 Office, computing, accounting machines

ENGLAND—Scientific digital computers. Direct purchase and agency. Dynamco Systems Ltd. (manufacturers, sales agents), Govett Ave., Shepperton, Middlesex. WTD 9/23/66.

● **IRAQ**—Supply of typewriter parts. Bid deadline not specified. Submitted by Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents available from Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C. Reference: REQ/740/899.

MOZAMBIQUE—Non-specified office machines and other small office equipment. Direct purchase and agency. Sociedade de Comercio e Metais de Mozambique, S.A.R.L. (SOMIQUE) (general importers, agents), P.O. Box 1889, Lourenco Marques. WTD in preparation.

358 Service industry machines

AUSTRIA—Car washing equipment. Direct purchase and agency. Franz Hamerle (manufacturer, importer), Barichgasse 34, A-1030 Vienna. WTD 10/5/66.

FRANCE—Food-preparing machines, automatic and hand-operated, other up-to-date equipment of all categories suitable for sale to hotels, restaurants, institutions. Requests replies in French. Direct purchase and agency. Lambert & Bieler (dealer), 38 Rue Wilson, 46- Cahors, Lot. WTD 10/7/66.

SPAIN—Water cooling systems for the industry. Norberto Navarro, S.A. (manufacturer), Calle General Jordana 7-11, Elda (Alicante). WTD 9/30/66.

361 Electric transmission, distribution equipment

FINLAND—Electric and electronic instruments such as volt meters, digital volt meters, signal generators, counters, process control equipment, operational amplifiers, nuclear measuring equipment, medical electronics. Into O/Y (importer and agent), Meritullinkatu 11, Helsinki 17. WTD 9/30/66.

FRANCE—Switchgear and switchboard apparatus, electric transmission and distribution equipment. Direct purchase and agency. Comarel (wholesaler), 13 Rue Martin Bucer, 67 Strasbourg. WTD 10/12/66.

362 Electrical industrial apparatus

● **BURMA**—Supply of four 3.3-KV, 3-phase, 50-cycle, totally enclosed, fan-cooled, flameproof, high torque, low starting current, squirrel cage induction motors, together with four flameproof metalclad switch panels, four 400-volt, 3-phase, 50-cycle, totally enclosed, fan-cooled, weatherproof, squirrel cage induction motors with metalclad direct-on-line starter panels. Tender No. 2065(T) EL-POI/CF (66-67), bid deadline Nov. 30. The Procurement Manager, People's Oil Industry, P.O. Box 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-4241).

COSTA RICA—AC generators of 1 KVA to 7-½ KVA. Local electric power is 120 v., 60 cycles. Requests replies in Spanish. F. Reimers Co., Soc. Imp. (importer, distributor), Apartado "O", San Jose. WTD 9/12/66.

● **TAIWAN**—Supply one 200-kw diesel generator set complete with instrument and control panels, accessories, spare parts and tools: 120/208 volt, 3-phase, 4-wire, 60-cycle, 1800-rpm or less, 4-wheel trailer mounted. Tender No. GF2A-24423-1(W), bid deadline Nov. 3. Purchasing Department, Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4241).

363 Household appliances

SPAIN—General household appliances. Requests replies in Spanish, French. M. Bumedien Budih (importer, exporter, retailer, wholesaler), General Prim, 15, P.O. Box 265, Melilla. WTD 9/28/66.

SWITZERLAND—Plastic bowls, utensils, waste baskets, containers for household use. Direct purchase and agency. Kommerz AG (manufacturer), Seestrasse 247, 8038 Zurich. WTD 9/8/66.

364 Electric lighting, wiring equipment

● **INDIA**—Supply of 33 KV cable end boxes of various sizes against IBRD loan 416-IN. Bid deadline Dec. 10. Tender documents may be obtained at a cost of $13.35 per copy plus postage from General Manager, Delhi Electric Supply Undertaking, Rajghat, New Delhi.

365 Radio, television receiving sets

AUSTRIA—Radio and television sets, also portable, for home entertainment. Dipl.Ing. F.O. Roethy (wholesale mail order house), Versandhaus Grein, A-4360 Grein. WTD 9/21/66.

BRAZIL—Magnetic tape recorders for automobiles. Direct purchase and agency. Companhia Santo Amaro de Automoveis (manufacturer, importer, agent), Rua 15 de Novembro 137, 10° andar, Sao Paulo. WTD 10/4/66.

366 Communication equipment

● **ECUADOR**—Supply of 1,000 telephone sets and other types of materials and accessories for the Ambato telephone system. Bid deadline Dec. 16. Specifications and conditions may be obtained from the Secretaria Municipal, Ambato upon payment of $25.

● **GREECE**—Supply of two automatic Morse transmitters. Tender No. 51505/66, bid deadline Nov. 9. Supply of two page printers with keyboard and six tape perforators. Tender No. 51509/66, bid deadline Nov. 16. Ministry of National Defense, 2 Paparigopoulou St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Five-year supply of spare parts for various types of radio relay equipment. No bid deadline specified. Inquiries or quotations should be sent to the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C.

● **MALAYSIA**—Supply of 5000 steel tubular poles of various lengths and associated equipment. Bid deadline Nov. 17. Telecommunications Dept., Kuala Lumpur.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

ENGLAND—Microwave components, electronic instruments. Direct purchase and agency. Microwave Systems Ltd. (manufacturers, importers, sales agents), Caltronic House, Hunting Gate, Hitchin, Hertfordshire. WTD 9/22/66.

Sophisticated electronic components and devices; photometric instruments, allied equipment. Direct purchase and agency. Atkinson Enterprises (importers, sales agents), 38 St. John's Rise, St. John's, Woking, Surray. WTD 9/26/66.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Automotive ignition systems, cables, clamps, switches, etc. (not interested in spark plugs). Exclusive representation of American manufacturers and/or their export houses requested. N. V. Technisch Bureau M. Weijerman (importer, wholesaler, sales agent), 128-134 Brouwersgracht, Amsterdam. WTD 11/5/65.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Ford motor parts. Direct purchase and agency. Companhia Santo Amaro de Automoveis (manufacturer, importer, agent), Rua 15 de Novembro 137, 10° andar, Sao Paulo. WTD 10/4/66.

Automobile air-conditioning units. Direct purchase and agency. Companhia Santo Amaro de Automoveis (manufacturer, importer, agent), Rua 15 de Novembro 137, 10° andar, Sao Paulo. WTD 10/4/66.

DOMINICAN REPUBLIC—Motor vehicle parts, accessories. Lopez Comercial, C. por A. (importer, wholesaler, retailer), Duarte No. 89, P.O. Box 242, Moca. WTD in preparation.

GERMANY—Snow mobiles including snow cruisers for transportation of persons; motor sledges with various trailer facilities for skiing and preparation of ski tracks with rollers and planing facilities, snow vehicles, crawler type.

Requests price quotations f.o.b. factory. Guenther G. Gierlichs, Abt. Schneebau (importer, wholesaler), 86 Bachemer Strasse, 5 Koeln-Lindenthal. WTD 10/7/66.

JAPAN—Air-conditioning equipment for use in automobiles. Direct purchase and agency. Daiho Sangyo Co., Ltd. (wholesaler, retailer, exporter), 1-5 Minami 1-chome, Oyodo-cho, Oyodo Ku, Osaka. WTD 4/12/65.

NETHERLANDS—Automotive parts and newly developed accessories, especially exhaust mufflers, pipe clamps for exhaust systems, wheel bolts, truck and trailer parts (not interested in clutch assembles and discs, transmission shafts, gear cases, gears, brake and clutch linings). Direct purchase. Exclusive representation of American manufacturers and/or their export houses requested. N. V. Technisch Bureau M. Weijerman (importer, wholesaler, sales agent), 128-134 Brouwersgracht, Amsterdam. WTD 11/5/65.

SWEDEN—Chassis parts for buses, railway cars, lorries, lorry-cabins, etc. Direct purchase and agency. A. B. Karnag (importer, wholesaler, sales agent), Katarinavagen 22, Stockholm. WTD 9/28/66.

373 Ship building, repairing

AUSTRIA—Sport and pleasure boats, boating equipment, accessories. Direct purchase and agency. Franz Kraftl (importer, wholesaler, manufacturer's agent), Parkring 4, A-1010 Vienna. WTD 10/6/66.

374 Railroad equipment

● **CEYLON**—Supply of 30 to 50 bogie tank wagons. Bid deadline Jan. 20, 1967. Chairman, Tender Board, Ceylon Petroleum Corporation, 113 Galle Rd., P.O. Box 634, Colombo 3, Ceylon. Documents, specifications and drawings may be obtained from the above address upon payment of $42 (nonrefundable). Tender documents, specifications and drawings may be viewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: WO 7-4817).

● **NEW ZEALAND**—One ballast regulating machine. Tender No. NZR S66/814/1. Bid deadline Nov. 16. Comptroller of Stores Office, New Zealand Government Railways. Private Bag, Wellington, New Zealand. A copy of conditions, technical data and drawings may be reviewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Electronic equipment: semi-conductor, quality control-testing apparatus, pulse measuring equipment, etc. Direct purchase and agency. K & N Electronics Limited (manufacturer, sales agent), St. Ives House, St. Ives Rd., Maidenhead, Berkshire. WTD 9/16/66.

ITALY—Laboratory and scientific research instruments for chemical analysis. Agency and direct purchase. A.P.I.S. (importer, manufacturers' agent), 12-18 Via Muscatello, Catania. WTD 10/11/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FINLAND—Gauges and other ancillary equipment for use with pumps and liquefied petroleum gas equipment. Erik Hillman (agent, importer, distributor), Laivurinkatu 1 B 21, Helsinki 15. WTD 10/7/66.

383 Optical instruments, lenses

AUSTRIA—Optical instruments other than microscopes, binoculars, particularly optical instruments for laboratory and medical use. Direct purchase and agency. Optotechnik, Inh. Friedrich von Rosen (importer, wholesaler, manufacturers' representative), Dr. Karl Lueger-Ring, A-1014 Vienna. WTD 9/30/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

384 Surgical, medical, dental instruments

AUSTRIA—All types of dental equipment, supplies, including instruments, furniture for dental offices. Direct purchase and agency. Requests replies in German. H. Hintenaus, Zahnwarengrosshandlung (importer, manufacturers' representative), Landstrasse 42, A-4020 Linz/Donau. WTD 10/7/66.

ENGLAND—Sterile disposable hospital and dental products, small medical products, electro-medical equipment, surgical instruments (other than syringes and needles). Direct purchase and agency. Steriseal Ltd. (manufacturers), Central Works, Studley, Warwickshire. WTD 9/22/66.

NETHERLANDS ANTILLES—Medical and surgical instruments, hospital equipment, infusion solutions, rehabilitation aids. Morris E. Curiel & Sons Inc. (wholesaler, agency), Breedestraat 44 (P), Willemstad, Curacao. WTD 10/7/66.

● **URUGUAY**—Supply of one betatron, 40 million electron volts, for medical use. Tender No. 524, bid deadline Nov. 15. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bids should be submitted through Uruguayan agent or representative. Ministerio de Salud Publica, Sector Adquisiciones, Seccion Licitaciones y Compras, Av. 18 de Julio 1892, P-3, Montevideo.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

ENGLAND—Microfilming equipment such as cameras, unitizers, readers, reader printers. Direct purchase and agency. World Microfilms (microfilming service), 125 Tottenham Court Rd., London, W.1. WTD 9/15/66.

THAILAND—Cellulose films 27,000 reels MST-type (moisture-proof, heat sealing and transparent), size 4 x 63″, diameter of inside core 3″. Surface should be transparent, without streaks and blushes. Requests c.i.f. prices. Requests one reel for sample. Lee Kia Huat Ltd. Part (importer, indent agent), 178-190 Suan Luang Rd., Prathumwan, Bangkok. WTD 4/26/66.

391 Jewelry, silverware, plated ware

THAILAND—Created rough chattam emeralds and other synthetic rough and cut fancy stones for jewelry. Requests c.i.f. prices. East Commercial Co. Ltd. (importer, wholesaler), 5-11 Old Customs House Lane, New Road, Bangkok. WTD 4/8/66.

Costume jewelry. Requests c.i.f. prices, brochures. East Commercial Co. Ltd. (importer, wholesaler), 5-11 Old Customs House Lane, New Road, Bangkok. WTD 4/8/66.

394 Toys, amusement, sporting goods

THAILAND—Toys, games. Catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Bangkok Super Market Co. Ltd. (importer), 647/8-9 Petchburi Road, Bangkok. WTD 9/29/66.

395 Pens, pencils, office, artists' supplies

CANADA—Artists' brushes, architectural and engineering scales, clip art service. "Visual" Planning Associates (importer, wholesaler), 6819 Decarie Blvd., Montreal 26, Quebec. WTD 9/22/66.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Costume jewelry including brooches, cuff-links, necktie pins, preferably from factory "close-outs." Uniwatch & Polyplastic Manufactories (manufacturer, exporter), 242 Ocean Terminal, Kowloon. Cable: UNIPOLYMFT. WTD in preparation.

Sequins, 6 mm and 20 mm diameter, various patterns. United Success Co. (importer, exporter), P.O. Box 14750, Hong Kong. Cable: DETINU. WTD in preparation.

NETHERLANDS—Cuff links, tie pins, shirt studs and other men's non-precious clothing accessories. Jan Cornelissen Import Export Co. (importer, wholesaler, agent, exporter), 40 van Oldenbarneveldtweg, Wassenaar. WTD 1/27/66.

SPAIN—High quality gifts of all kinds for both men and women, novelties. Requests replies in Spanish. Comercial Shenston (importer, wholesaler), Frades de la Sierra, Salamanca. WTD in preparation.

THAILAND—All types of novelties. C.i.f. prices and brochures requested. East Commercial Co. Ltd. (importer, wholesaler), 5-11 Old Custom House Lane, New Road, Bangkok. WTD 4/8/66.

399 Manufacturing industries

GUATEMALA—Small complete package plant or installation to manufacture toothbrushes. Requests replies in Spanish. Mendez Herbruger & Compania (manufacturer's representative, manufacturer), 5a. Avenida 4-29, Zona 2, Guatemala City. WTD 8/16/66.

● **IRAQ**—Supply of fire extinguishers, soda acid, foam or chemical powder, capacity two gallons or 25-30 lbs.; fire extinguishers, chemical powder or carbon dioxide, capacity 100-120 lbs., on wheels, buckets with rack and pick and shovel for fire extinguishing purposes. Bid deadline not specified. Tender documents available from Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield

St., NW., Washington, D.C. Reference: INQ/66/AF/11/933.

505 Farm products, raw materials

GERMANY—Animal products such as glue stock, empty horn, horn pith, rabbit skin pieces, pig skins, bones. Requests replies with price quotations c.i.f. Rotterdam or Hamburg. Willi Krueger Kom.-Ges. (importer, wholesaler, exporter), 56 Preussenstrasse, 4033 Hoesel. WTD 10/5/66.

509 Wholesalers

THAILAND—Steel scrap. Requests c.i.f. Bangkok prices. G. S. Steel Co. Ltd. (manufacturer), 511 Mahaprutharam Rd., Bangkok. WTD 9/16/66.

NATO wants bids in Iceland on diesel oil system and pumps

U.S. firms certified eligible to participate in NATO International Competitive Bidding are invited to submit the sealed bids by Nov. 10 for materials specified on Bill of Material M-65R and M-65P for Iceland's NATO, POL facility. The Bill of Materials calls for a diesel oil system and a variety of pumps.

The project is under the supervision of Iceland Prime Contractor, 271 Church St., New York, N.Y., 10013. A copy of the Invitation to Bid may be obtained from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C., 20230. Information about NATO construction and procurement activities is contained in a free brochure entitled, "Doing Business with NATO".

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

NIGERIA—Packaged rice, tomato paste. Ifeloju Trading Company (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

204 Grain mill products

UGANDA—Long grain rice, minimum orders of 12 and a half tons. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

209 Food preparations

ITALY—Preventive and therapeutic dietetic foods, druga. "Farmochimica" del Dr. Giovanni Giorgio Puglia (importer, manufacturer's agent), 111 Viale Vittorio Veneto, Catania, Sicily. WTD 10/11/66.

213 Tobacco, snuff

THAILAND—Processed tobacco leaves for cigarette manufacture. C.i.f. prices requested. T. T. Chen Lt. Partnership (importer), 10 Soi Klang (49), Sukhumvit Rd., Bangkok. WTD in preparation.

225 Knitting mills, products

UGANDA—Ladies sweaters, cardigans. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

226 Dyeing, finishing, textiles

NORWAY—Cotton, cotton/polyester, man-made fiber textiles for manufacture of sports wear (windbreakers, etc.), slacks, leisure wear. J. H. Worm-Muller & Co. (manufacturers' agent), 25 Bogstadveien, P.O. Box 7032, Oslo 4. WTD 10/4/66.

229 Textile goods

NIGERIA—Textile fabrics. Ifeloju Trading Company, 35 Idumagbo Ave., Lagos. WTD 5/25/66.

232 Men's, youths', boys' furnishings, work clothing

UGANDA—Men's, youths', boys' separate trousers, slacks suitable for tropical wear. Uganda Sales Promotors (agent), P.O. Box 931, Kampala. WTD 8/23/66.

Men's, youths', boys' shirts in lightweight materials suitable for tropical wear. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

233 Women's, misses', juniors' outerwear

UGANDA—Blouses, waists, and shirts in lightweight materials suitable for tropical wear. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

Ladies' dresses in lightweight materials for tropical wear. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

262 Paper mills, products

GERMANY—Kraft liner and other kraft papers. Requests replies in German. Robert Stein (agent), 86 Bamberg, E.T.A. Hoffmann-Str. 6. WTD 10/13/66.

HONDURAS—Newsprint in rolls and sheets. Requests replies in Spanish. Agencias ORBE (manufacturers' representative), Apartado Postal No. 99, Comayaguela, D. C. WTD 10/10/66.

264 Converted paper, paperboard products

NIGERIA—Stationery articles. Ifeloju Trading Company (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

THAILAND—Transparent cellophane paper, moisture proof, 90 x 100 cm. Samples, c.i.f. prices requested. Rojanakit Ltd. Partnership (importer, wholesaler, commission agent), 1065 Songwad Rd., Bangkok. WTD in preparation.

UGANDA—Gummed tape. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

283 Drugs

DOMINICAN REPUBLIC—Drugs, pharmaceutical preparations. Revamo (commission agent), Arzobispo Merino No. 102 (altos), P.O. Box 635, Santo Domingo. WTD 10/7/66.

NORWAY—Pharmaceutical preparations for human and veterinary use. A/S Ferrosan (importer, manufacturer's agent), 60 Sofiesgate, Oslo 1. WTD 10/4/66.

PAKISTAN—Biological products, medicinal chemicals and botanical products, drugs and medical, pharmaceutical preparations. Requests catalogs, quotations c. & f. Karachi. Z. H. Ansari & Co. (importer), Marriot Rd., Karachi 2. WTD 10/6/66.

THAILAND—Pharmaceutical products, all types. Catalogs, c.i.f. prices requested. Boon Song Clinic Co. Ltd. (importer, wholesaler, retailer), 60/4-5 Rajdamri Rd., Rajprasong, Bangkok. WTD 9/19/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

THAILAND—Full line of cosmetics. Requests samples c. & f. or f.o.b. prices. Central Trading Co., Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

289 Chemical products

COLOMBIA—Chemicals for manufacture of paints, varnishes, cosmetics for feed industry. Dario Uribe Arias (manufacturers' agent), Edificio La Ceiba No. 504, Calle 52 No. 47-28, Medellin. WTD 10/11/66.

UGANDA—Table salt, minimum orders of 12 and a half tons. Uganda Sales Promotors (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

301 Tires, tubes

UGANDA—Puncture patches for inner tubes. Uganda Sales Promotors (commission agents), P.O. Box 931, Kampala. WTD 8/23/66.

306 Fabricated rubber products

FRANCE—Rubber goods of all kinds, primarily "technical" and "industrial" rubber products, molded mechanical articles, etc., such as: conveyor- and transmission belts; hoses (suction; air; acid; discharge, and others); custom-molded and bonded items (grommets, bushings, washers, etc.). Also protection equipment and safety devices, including gloves, boots, and clothing. Direct purchase and agency. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.) (sales agent, dealer), 6 Allees Paul-Sabatier, 31- Toulouse, Haute-Garonne. WTD 2/10/66.

307 Plastic products

FRANCE—Miscellaneous finished plastic products, novelties, gadgets, including household hardware, bathroom accessories and fittings, tableware, and kitchen utensils, gardening equipment, flexible hose, plastic implements and articles for farm use. Requests replies in French. Comptoir d'Approvisionnement Plastique (dealers, sales agents), 10 rue Daniel Argote, 64- Bayonne, Basses-Pyrenees. WTD 10/7/66.

314 Footwear, except rubber

UGANDA—Ladies', men's shoes. Uganda Sales Promoters (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

316 Luggage

THAILAND—Luggage. Catalogs and c. & f. or f.o.b. prices. Central Trading Co. Ltd. (de-

partment store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

317 Handbags, personal leather goods

THAILAND—Fancy leather goods to be sold as gift articles. Catalogs and c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

322 Glass, glassware

THAILAND—Glass tableware to be sold as gift articles. Catalogs, c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

329 Abrasive, asbestos, nonmettalic mineral products

UGANDA—Steel wool. Uganda Sales Promoters (commission agent), P.O. Box 931, Kampala. WTD 8/23/66.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Telephone and telegraph wires and cables. Requests quotations, c. & f., Karachi. Haroon Sons Trading Corporation (importer), 65 Cotton Exchange Bldg., McLeod Road, Karachi. WTD 11/29/65.

342 Cutlery, hand tools, general hardware

DOMINICAN REPUBLIC—Simple hand tools, general hardware lines. Revamo (commission agent), Arzobispo Merino No. 102 (altos), P.O. Box 635, Santo Domingo. WTD 10/7/66.

NIGERIA—Locks, padlocks. Ifeloju Trading Company (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

THAILAND—knives, forks, spoons, related equipment for use in kitchens. Catalogs, c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 10/26/66.

349 Fabricated metal products

AUSTRALIA—Flange and pin insulators for use on oil and gas pipelines, closer caps, blanking flanges, related items for sphere, pig launchers and receivers as used in pipeline industry. Lordco (Australia) Pty. Ltd. (importer, agent, retailer), Box 48, Post Office, Willoughby, N.S.W. WTD 9/22/66.

352 Farm machinery

FRANCE—Cereal-handling and drying equipment, grain elevators and conveyors, silo-filling machinery, modern types, designed for prompt preparation and safe storage of cereals. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.), (dealers, sales agent), 6 Allees Paul-Sabatier; 31- Toulouse, Haute-Garonne. WTD 2/10/66.

353 Construction, mining materials handling machinery, equipment

AUSTRALIA—Under-road boring equipment used to drill holes under highways, railway embankments and pavements for pipelines, cables, etc. Lordco (Australia) Pty. Ltd. (importer, agent, retailer), P.O. Box 48, Post Office, Willoughby, N.S.W. WTD 9/22/66.

PAKISTAN—Tractors, industrial, gasoline-electric; cranes, mobile. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors (manufacturer's agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Bulldozers, angle dozers, tractor mounted; cranes, shovel, dragline; parts and accessories for these vehicles. Requests catalogs, quotations, c. & f., Karachi. Sungreen and Co. Ltd. (importer), Green House, McLeod Rd., Karachi. WTD 4/28/66.

354 Metalworking machinery

ITALY—Bending and automatic welding machinery for chains (wire thickness from 2 mm to 22 mm and above), machinery for manufacture of steel springs, screws and nails. Requests replies in French, Italian. Mr. Giuseppe Villa (representative), Via Montesano 21, Lecco-S. Giovanni (Como). WTD in preparation.

PAKISTAN—Lathes, milling, shaping machines. Requests catalogs, quotations, c. & f., Karachi. Haroon Sons Trading Corp. (manufacturer's agent), 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

Machine tools—lathes, automatic chucking, multispindle; drilling machines, vertical and boring machines, horizontal. Requests catalogs, quotations, c. & f., Karachi. Oppenheimer (Pakistan) Ltd. (importer), Dada Chambers, Bunder Rd., Karachi. WTD 10/7/66.

355 Special industry machinery

NETHERLANDS—Filling, icing and decorating machinery for bakery and prepared desserts industries (especially cream depositors, cream decorators); packaging machinery for food products. C. Rijkaart N.V. (importer, wholesaler, manufacturer, exporter), Industrieterrein, Asperen. WTD 10/11/66.

SPAIN—Advanced apparatus and equipment related with smoke, gas purification installations for industrial uses. Ingenieros Unidos (engineering consultants), Avenida de Jose Antonio N° 27, Madrid (13). WTD 10/7/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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358 Service industry machines

NORWAY—Car-washing installations, equipment, coin-operated and other. Brovig Aa. A/S (manufacturer's agent), 42 V. Strandgate, Kristiansand S. WTD 10/4/66.

PAKISTAN—Machinery, equipment for automobile service station. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors (manufacturer's agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

THAILAND—Air-conditioning and refrigeration units. Air-cooled and water-cooled air conditioning, size from one HP, three-ton to 30-ton and upwards. Requests c.i.f. quotations. Andre Motte Mechanical & Electrical Engineers (importer, wholesaler), 491 Sukhumvit Rd., Bangkok. WTD 9/16/66.

361 Electric transmission, distribution equipment

GERMANY—High and low voltage switches, multi-pole connectors, solderless contact arrangements, related products for machine-building sector and general purposes, in particular, newly developed items. Elektro-Moessner KG (manufacturer, wholesaler, manufacturer's agent), 7060 Schorndorf/Wuertt., Wiesenstrasse 39. WTD 10/12/66.

PAKISTAN—Instruments, electrical indicating, industrial. Requests quotations, c. & f., Karachi. Oppenheimer (Pakistan) Ltd. (importer), Dada Chambers, Bunder Rd., Karachi. WTD 10/7/66.

THAILAND—Electric measuring and testing instrument for use in power houses. Catalogs, c.i.f. price requested. Teo Hong Limited Partnership (importer, wholesaler, retailer), 30-32 Chakrawad Rd., Bangkok. WTD 9/19/66.

363 Household appliances

NIGERIA—Household cooking equipment, such as kerosene cooking stoves. Ifeloju Trading Company (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

364 Electric lighting, wiring equipment

DOMINICAN REPUBLIC—Outlet, switch and fuse boxes. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero, El Conde esq. Hostos, Santo Domingo. WTD 5/27/66.

THAILAND—Lightning arresters. Catalogs, c.i.f. prices requested. Teo Hong Limited Partnership (importer, wholesaler, retailer), 30-32 Chakrawad Rd., Bangkok. WTD 9/19/66.

366 Communication equipment

PAKISTAN—Wireless telephone, telegraph equipment—transistorized wireless sets, radar equipment, supplies. Requests catalogs, quotations. c. & f., Karachi. Haroon Sons Trading Corp. (importer), 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

Radio, transmitting, signaling, detection equipment for use by military. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors (importer), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

367 Electronic components, accessories

ENGLAND—Miniaturized relays, solid state switches. Simmonds & Robinson Ltd. (exporter, importer, sales agent), Victoria House, 44 Park St., Camberley, Surrey. WTD 9/14/66.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Tractors, motor trucks, civilian trucks, motor vehicle parts and accessories for these vehicles. Requests catalogs, quotations, c. & f., Karachi. Sungreen & Co. Ltd. (importer), Green House, McLeod Rd., Karachi. WTD 4/28/66.

373 Ship building, repairing

PAKISTAN—Launches, 40' long, welded steel hull, diesel-engine powered. Requests catalogs, quotations, c. & f., Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

375 Motorcycles, bicycles, parts

NIGERIA—Bicycles, parts. Ifeloju Trading Co. (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

383 Optical instruments, lenses

AUSTRIA—Spectacles, spectacle parts and

accessories, microscopes, binoculars, other types, except contact lenses. Friedrich Gunda-Handelsagentur (commission agent), Ferrogasse 6, A-1180 Vienna. WTD 10/4/66.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Toys, hobby kits, slot cars. Eden Distributors Pty. Ltd. (importer, exporter, wholesaler, agent), P.O. Box A47, Sydney South, N.S.W. WTD 10/11/66.

NIGERIA—Toys, games. Ifeloju Trading Co. (importer, retailer, wholesaler), 35 Idumagbo Ave., Lagos. WTD 5/25/66.

THAILAND—Toys, games, dolls. Catalogs and c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

395 Pens, pencils, office, artists' materials

THAILAND—Metal chrome ballpoint pens. Novo Agencies (importer, commission agent), P.O. Box 410, Bangkok. WTD 9/16/66.

396 Costume jewelry, novelties, buttons, notions

THAILAND—Costume jewelry. Catalogs, c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

503 Dry goods, apparel

HONDURAS—Cotton and synthetic piece goods for men and women. Requests replies in Spanish. Agencias ORBE (manufacturer's representative), Apartado Postal No. 99, Comayaguela, D. C. WTD 10/10/66.

THAILAND—Men's ready-made clothing such as lightweight jackets, pants, shirts, undergarments, socks, jackets, swim suits, slacks, undergarments for ladies, babywear. Catalogs and c. & f. or f.o.b. prices. Central Trading Co. Ltd. (department store), 677-681 Wang Burapa, Bangkok. WTD 4/26/66.

Leads for Importers

Commodities are offered direct unless specified

202 Dairy products

FRANCE—Soluble granulated milk in 15-kilogram waterproof paper bags. Wholesale exportation, direct or through selling agents. Requests replies in French. Prolait (producers, exporters), 11 Rue d'Inkermann, B.P. 37; Niort (79)-Deux-Sevres. WTD 10/10/66.

220 Textile mill products

GERMANY—Carpets and rugs of all kinds of wool and synthetics (tufted floor coverings), with various carpet backings; Jacquard and plain woven draperies, upholstery material, brocades and Gobelins of natural and man-made fibers; Rachel curtains and ready-made curtains of Diolen. F.o.b. German border or f.o.b. Hamburg. Brochure available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Herbert Reichel, Textilwerk (manufacturer, exporter), 87-89 Roemerstrasse, 4134 Rheinberg/Rhld. WTD 10/6/66.

225 Knitting mills, products

KOREA—Sweaters, acrylic, for men, ladies, infants, children. Dong Nam Sangsa Inc. (manufacturer, exporter), I. P.O. Box 1913, Seoul. ATTN: Mr. Song Yong-Mo, Manager, Trade Section. WTD in preparation.

230 Apparel

GERMANY—Girls' coats, suits, jackets. Price quotations ex factory. Descriptive brochure available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Karin-Kinderkleidung (manufacturer, exporter), Ernst Gudra, 23 Wewersche Strasse, 479 Paderborn. WTD 10/10/66.

259 Furniture, fixtures

CANADA—Magnetic control boards for office use. "Visual" Planning Associates (manufacturer, exporter), 6819 Decarie Blvd., Montreal 26, Quebec. WTD 9/22/66.

264 Converted paper, paperboard products

SWEDEN—Modern Swedish-designed wallpaper. Norrkopings Tapetfabrik AB (importer, retailer, exporter, wholesaler, manufacturer), Kallvindsgatan 7, Norrkoping. WTD 10/3/66.

289 Chemical products

FRANCE—Lactic casein packed in 50-kilogram bags suitable for utilization by plastic, paper chemical, other industries. Prolait (producer, exporter), 11 Rue d'Inkermann, B.P. 37; Niort (79)-Deux-Sevres. Requests replies in French. WTD 10/10/66.

314 Footwear, except rubber

BRAZIL—Leather sandals for men, women; swagger beach scuffs with flat wooden sole and front leather strap for men, women. Castro Bandeira Ind. e Com. de Calcados Ltda. (manufacturer), Avenida Rio Branco 185, 10° andar, sala 1023, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/10/66.

315 Leather gloves

FRANCE—Skin and leather gloves of good quality, classic and fancy types for men, women. Gant "Au Berger" (manufacturer, exporter), 4 Rue Lagarde; Saint-Junien (87), Haute-Vienne. WTD 10/7/66.

317 Handbags, personal leather goods

BRAZIL—Fashionable ladies' leather carryall bags. Castro Bandeira Ind. e Com. de Calcados Ltda. (manufacturer), Avenida Rio Branco 185, 10° andar, sala 1023, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/10/66.

326 Pottery, related products

FRANCE—Fancy chinaware articles, white and decorated, including dinner sets and related lines. Requests replies in French. Virebent & Cie. (Etablissements H. (manufacturers, wholesalers), 46- Puy L'Eveque, Lot. WTD 10/14/66.

342 Cutlery, handtools, general hardware

PAKISTAN—Manufacturer seeks U.S. distributor for scissors of all kinds. M. F. Elahi & Co. (East Pakistan) Ltd. (manufacturer), Wazirabad Rd., P.O. Box 79, Sialkot City, West Pakistan. WTD 4/1/66.

354 Metalworking machinery

FINLAND—Hydraulic presses with capacities from 100 to 300 tons, manually or electrically operated. Brochures available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Kalarannan Konepaja Oy (manufacturer), Kalaranta, Kotka. WTD 9/30/66.

384 Surgical, medical, dental instruments

PAKISTAN—Manufacturer seeks U.S. distributor for surgical, dental and veterinary instruments. M. F. Elahi & Co. (East Pakistan) Ltd. (manufacturer), Wazirabad Rd., P.O. Box 79, Sialkot City, West Pakistan. WTD 4/1/66.

391 Jewelry, silverware, plated ware

ISRAEL—Handcrafted religious, art, souvenir, furniture, jewelry items. Jerusalem Association of Artisans and Small Manufacturers (retailers, wholesalers, manufacturers), 26 Bezalel St., Jerusalem.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated October.

Aircraft and Aeronautical Equipment—Importers and Dealers—Austria, October 1966

Aircraft and Aeronautical Equipment—Importers and Dealers—Trinidad and Tobago, October 1966

Confectionery—Importers, Dealers and Manufacturers—Nicaragua, October 1966

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Finland, October 1966

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Norway, October 1966

Fertilizers—Importers, Dealers and Manufacturers—New Zealand, October 1966

Hospitals—Bolivia, October 1966

Household Appliances—Importers and Dealers—Norway, October 1966

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers, New Zealand, October 1966

Mining Companies and Exporters of Ores—Turkey, October 1966

Petroleum Products—Importers, Dealers, Producers and Refiners, New Zealand, October 1966

Photographic Supplies Dealers and Photographers—Costa Rica, October 1966

Photographic Supplies Dealers and Photographers—Panama, October 1966

Pulp and Paper Mills—Sweden, October 1966

Seeds and Bulbs—Importers, Dealers and Exporters—Hong Kong, October 1966

Sporting Goods, Toys and Games—Importers and Dealers—Japan, October 1966

Nicaragua invites firms to bid on paved highway construction

The Government of Nicaragua is to construct a 43.2 kms (28.6 miles) paved highway between Puente Real and the Honduran Border. The project is being financed by the Central American Bank for Economic Integration (CABEI) from AID Integration Loan Fund.

Construction work, which is scheduled to start by Jan. 1, 1967, will be performed by prequalified U.S. or Central American contracting firms or joint ventures of U.S. and Central American firms selected by competitive bidding procedures.

Invitations to bid will be available to, and bids will be accepted from, only those firms which on the basis of prequalifying information submitted to the borrower are approved as qualified to perform the work involved. Upon request the plans and specifications will be furnished for $75. Invitations should be released to qualified firms on or about Nov. 7, 1966, and sealed bids will be received by the Departmento de Carreteras in Managua, Nicaragua, until 10 a.m., Nov. 24. Additional information may be obtained by writing to Ingeniero Jefe, Departmento de Carreteras, Managua, Nicaragua.

Construction Awards

LIBYA—Esso Standard Libya awarded a $5.6 million contract to Taylor Woodrow International Limited (UK) for the extension of the breakwater and construction of a two-berth loading pier for LNG tankers at the Mersa Brega terminal. The contract, awarded through international competitive bidding, is the most recent of several initiated since January, 1966 in connection with Esso's mammoth ($200 mn) gas liquification project.

Esso's gas liquification project including ancillary facilities has thus far engendered sizeable international contracts totaling approximately $90 million. Of this figure roughly $20 to $21 million have been awarded to U.S. firms, the bulk of the foreign award going to an Italian firm for the construction of three 37,000-ton LNP tankers (55 million). Approximately $16½ million is reported to be for stateside procurement.

PAKISTAN—An agreement for technical collaboration on the construction of a three-phase, $20 million, three-plant petro chemical complex (a PVC, a PVA and a polyethylene plant) was signed by a consortium of three Japanese firms and the East Pakistan Industrial Development Corporation (EPIDC). The three Japanes firms involved are Sumitomo Chemical Company, Mitsubishi Heavy Industries and Kurashiki Rayon Company.

Press stories have stated that the Japanese firms have agreed to set up these plants. Officials of the Japanese Consulate General in Dacca insist that only technical collaboration has been agreed upon and any future Japanese commitment will depend at least in part on the results of feasibility studies now underway.

PANAMA—The Instituto de Recursos Hidraulicos y Electrificacion (IRHE) reportedly will award the contract for the construction and equipment of the 40 MW thermoelectric plant to a combine of seven Italian manufacturers known as Gruppo Industrie Elettro Meccaniche Per Impianti All'Estereo (GIE). The contract is estimated to be valued at over $7½ million.

SOUTH AFRICA (1 Rand=$1.40)—The Belco Division of Bogue Electric Manufacturing of New York is to supply the water treatment system for the 600-ton a day ammonia plant being constructed by African Explosives & Chemical Industries at Umbogintwini, Natal.

Construction is due to start this year and the plant will cost R 375,000. The plant, processing 450 gallons of water and 415 gallons of condensate a minute, will have a completely automatic demineralization system. It is expected to be in production by Feb. 1967.

India extends bid deadline on Koyna hydroelectric project

The Chief Engineer on the Koyna hydroelectric project, Stage III, extended the deadline from Oct. 21 to Nov. 18 for submitting bids on the construction of a dam, pressure shafts and a power house at Boladwadi. Construction of these works will form part of Stage III of the Koyna Hydroelectric Project. (INTERNATIONAL COMMERCE, Oct. 10, p. 22).

Copies of addendum and errata sheets to the tender documents are available for review to interested construction and civil engineering representatives in the U.S. Department of Commerce, BDSA, Rm. 4014, Washington, D.C.

Submit bids before 4 p.m., Indian Standard Time, Nov. 18, to the Chief Engineer, Koyna Hydroelectric Project, Post Office Koyna, Via Karad, District Satara, Maharashtra State, India.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA (A$1=US$1.12)—Three private industry groups have independently proposed to obtain the rights to **distribute natural gas from the Gippsland coast gas fields.**

One group, known as the "Natural Gas Development Assoc." (a consortium of twelve Australian financial and industrial companies) has proposed to finance a 20" or 30" pipeline from Melbourne and/or Sydney to Gippsland. Other extensions are also proposed depending on various factors.

Esso Exploration Australia, Inc. is also attempting to secure these rights and has proposed a major industrial-petrochemical construction project in addition to the pipeline.

Competing with these private plans is a State proposal to form a non-profit statutory authority to build and operate a pipeline to take Moomba and Gidgealpa gas to Adelaide at a cost of approx. A$40 million. As additional information is not presently available, new developments will be published in this column as received.

COLOMBIA—The Hudson Institute, a U.S. research firm, recently completed a study commissioned by the Government for construction of **an interoceanic connection through the state of Choco.** The proposal is to create two large lakes by damming the San Juan and Atrato Rivers, to join the lakes by a canal and to provide a Caribbean to Pacific water route with lock system for vessels up to 20,000 tons. The so-called "Choco Plan", which also envisages a major hydroelectric power development, has a total price tag of $743 million.

The Government announced that the plan, which is only in the preliminary study stage, was not proposed as the new interoceanic canal to supplement the Panama Canal but was devised as a separate national development project. An appropriation to start construction of the San Juan dike and hydroelectric installation will be included in the 1967 budget.

ETHIOPIA (E$3=US$1.20)—The **Imperial Highway Authority's Third Highway Program,** initiated in 1963, is moving ahead. Under this program 700 kilometers of primary and secondary roads will be constructed as well as 1,000 kilometers of feeder roads and the asphalting of another 1,040 kilometers of gravel-surfaced roads. The program, which is costing Eth$60 million, is being partially financed by the World Bank and AID.

Although the IHA's Fourth Highway Program will not be initiated until late 1967 or early 1968, preliminary studies are already underway. This program calls for the completion of 1,500 kilometers of primary road, 1,750 kilometers of secondary and feeder roads, the asphalting of 1,550 kilometers and new feasibility studies and an overall master plan study for the entire country. Financing of this program (estimated cost is Eth$35 million) will be undertaken by the Government, the World Bank, the West German Government and possibly others.

Included in the Fourth Highway Program is the 440-kilometer Dilla-Moyalla link (to be built partly with West German aid) on the highway that will eventually connect Addis with Nairobi. Another important project in the Fourth Highway Program is the proposed 303-kilometer Awash Station-Tendaho road. Eth$2.4 million has been spent on engineering work which was recently completed. When the new link is completed in 1970, it will reduce travel time between the capital and the Red Sea port of Assab by more than half.

INDIA—Reportedly the Government has approved a **program to double the size of the Madras Harbor.** Port authorities have outlined a major program of port expansion which would include the following main features: (1) construction of a new breakwater to the north of the present one, (2) dredging of the area inside the new breakwater to accommodate ships with 45' draft, (3) construction

of new quay berths for discharge of bulk cargoes, particularly petroleum, rock phosphate, sulphur and foodgrains, (4) installation of a fully mechanized plant to handle 5 million tons of iron ore annually from the Hospet-Bellary region of Mysore State, and (5) purchase of a dredge, two large tugs, several locomotives, channel navigation aids and other major capital equipment.

The preliminary cost estimate of the project is $37.8 million (280 million Rupees). The foreign exchange requirement is estimated at about 20% of the total.

Officials point out that the first phase of the construction program, which is designed to accommodate large oil tankers, must be finished by the end of 1968 to facilitate operation of the oil refinery of the U.S.-aided Madras Refineries Ltd. The latter is scheduled to go on stream by that time. This first stage would cost an estimated 65 million Rupees. The second stage, which would include construction of new berths for discharge of bulk cargoes and erection of mechanized iron-ore handling facilities, etc., could be completed at a later date.

An Indo-Canadian consulting firm, Howe and Co. of Bombay, has completed a preliminary report for the whole project and is expected to submit a series of more detailed studies within the next few months. Tenders for the supply of certain locally made equipment and for initial construction work on the breakwater have already been requested by the Port Authority. The Ministry of Food and Agriculture has also announced that it expects to construct silos in the area to store up to 30,000 tons of foodgrain.

ITALY—Bidding will be opened on **a new 640 MW nuclear plant,** reportedly to be **located in the Po River.** Three more nuclear power projects are scheduled between now and 1970 by ENEL (Ente Nazionale per L'Energia Elettrica), the Italian Government's electric power monopoly.

THAILAND—Dusithanee Corporation is planing to construct **a 23-story, 510-room hotel in Bangkok** complete with restaurants, bar, swimming pool and shopping arcade. It will cost about $9.13 million and is expected to require four years for completion. An additional wing, totaling 40,000 square feet, will be leased as office space to business firms. The hotel will occupy approx. 30,000 sq. meters of land in a very good location on Rama IV Road opposite Lumpini Park in the center of Bangkok.

Reportedly, the contract for construction of the hotel-office buildings will probably be given to a Japanese construction firm, but the promoters intend to use approx. $1.2 million worth of U.S. fixtures and equipment within the hotel. U.S. suppliers of plumbing, laundry, kitchen and other types of equipment used in international-class hotels should contact Mr. Irwin Schuman, Advisor, Dusithanee Corp., Princess Hotel, New Road, Bangkok. Construction is tentatively set to begin in February, 1967.

TURKEY (TL9=approx. US$1)—A new corporation, Taksim Otelcilik, T.A.S., has been formally established to **construct a hotel on the present site of the Taksim Gazinosu** near the Divan Hotel and Taksim Square. The capitalization will be a total of TL70 million.

The hotel will be 24 stories high and will have 435 rooms with a total of 730 beds. It will have its own garage space, shopping area, tennis courts and restaurant and bar facilities. No definite date has yet been set for ground breaking, but it is expected to start as soon as possible.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—John Joseph Fowler, Managing Director, Marine & Industrial Power Co. Pty. Ltd., Charmor House, 241-245 William St., Melbourne, Victoria, **interested in contacting engineering companies wishing to export to Australia,** and requesting technical information. Nov. 5 via New York for 4-5 weeks. c/o Doak Conn, E. I. Dupont de Nemours, 6450 Nemours Bldg., Wilmington, Delaware 19898. Itinerary: Wilmington, Pittsburgh, Kansas City, Dallas, San Francisco, Portland, New York. WTD in preparation.

BRAZIL—Faris Muhfuz, Companhia Paulista de Chenille—Tecelagem e Confeccoes, Rua Orville Derby 277, Sao Paulo, **interested in machinery and equipment for the chenille and tufting industry and short and long term financing,** and requesting technical information. Oct. 10 via Miami for 5 weeks. c/o 82 74th St., Brooklyn, N.Y. 11209. Itinerary: Miami, New York, others to be determined. WTD 9/28/66.

ENGLAND—I. D. Cuffe, Managing Director, Epsylon Industries Ltd., Faggs Rd., Feltham, Middlesex, **interested in discussing manufacturing and marketing licenses for instrumentation data processing, precision magnetic recording closed circuit television and industrial electronic equipment manufactured by the company.** Oct. 17 via New York for 3 weeks. Itinerary: 10/30-11/3 Los Angeles c/o Skyways Hotel; 11/4, 5 Washington, D.C. c/o Pentagon Motel; 11/6, 7 New York c/o Plaza Hotel. WTD under revision.

FINLAND—Pentti Keynas, Assistant Managing Director, Neles Oy, Pikkupurontie 13, Helsinki, **interested in locating U.S. firms to distribute Neles line of control valves and actuators which possibly would lead to licensing arrangement for U.S. production sales.** Oct. 17 via New York for 5-6 weeks. c/o Export Dept., Beloit Corp., Beloit, Wis. Itinerary: New York, Boston, Pittsfield, Mass., Detroit, Birmingham. WTD in preparation.

FRANCE—Mr. Staelen, La Redoute, rue de Blanchemaille, 59 Roubaix, **interested in all consumer goods suitable for mail orders.** Oct. 30 via New York for 3 weeks. c/o Jung Hotel, New Orleans, La. Itinerary: New York, New Orleans, Chicago, Los Angeles. WTD in preparation.

INDIA—Saral Deb, Managing Director, Associated Porcelain (Private) Ltd., 10 Chowringhee Terrace, Calcutta 20, **interested in visiting ceramic factories, especially manufacturers of insulators and dinnerware,** and requesting technical information. Nov. 1 via New York for 3 weeks. c/o Om P. Wadhwa, Associate Commodity Corp., 120 Broadway, New York, N.Y. Itinerary: New York, Baltimore, Washington, Salt Lake City, Los Angeles, San Francisco. WTD in preparation.

B. J. Boyce, John Baker Division, Killick Industries Ltd., Killick House, Home St., Fort, Bombay 1, **interested in locating a U.S. engineering firm to participate in developing steel file producing machinery and exploring U.S. marketing possibilities for his firms's steel files.** End of October or early November via New York for 2 weeks. c/o Philipp Bros. India Ltd., 350 Park Ave., New York 22, N.Y. Itinerary: New York, Chicago, other places as required. WTD under revision.

LIBYA—Irving V. Tullar, Westec Libya, P.O. Box 959, Tripoli, **interested in meeting U.S. manufacturers desiring representation in Libya and the Mediterranean area for engineering equipment and services in the mechanical and electrical field,** e.g. generator sets with diesel, gas turbine or steam turbine drive, pumps and compressors, heat exchange equipment. Nov. 3 via New York for 8 weeks. c/o A. R. Hall, 726 Pennington St., Elizabeth, N.J. Itinerary: Nov. 3-7, New York; Nov. 8-9, Washington c/o Shoreham Hotel; Nov. 10-11, Miami c/o C. S. LaSalle, 208 N.W. 44th Ave., Fort Lauderdale; Nov. 12-14, Dallas c/o T. R. Barber, Collins Radio; Nov. 15-16, Houston c/o Rice Hotel; Nov. 17-18, Tulsa c/o Mayo Hotel; Nov. 21-24, Los Angeles c/o Century City Plaza; Nov. 25-27, San Francisco c/o Fairmont Hotel; Nov. 28-29, Chicago c/o Carlton Hilton; Dec. 1-31, New York. WTD 7/25/66.

NETHERLANDS—F. C. M. Fabish, Fabish International, 26 Emmastraat, Amsterdam, **interested in discussing business transaction of American capital goods in Eastern European countries.** Oct. 15 via New York for 2 months. c/o Isram Corp., 120 E. 56th St., New York, N.Y., 10022. Flexible itinerary. WTD in preparation.

SWEDEN—Fritz Linder, AB Helinos, Skarhamn, **interested in visiting an irradiation plant for sterilization of feedstuffs and procurement of cobalt for an irradiation unit,** and requesting technical information on the unit. Oct. 28 via New York for 10 days, c/o William Nicola, 176 Edward Ct., West Hempstead, N.Y. Itinerary: New York, others to be arranged. WTD in preparation.

TURKEY—Sukru Server Aya, representing his own firm, Persembepazari, Aslan Han 511, Karakoy, Istanbul, **interested in direct purchase and agencies for machine tools, garage equipment, packing machines,** and requesting technical information. Nov. via San Francisco for 6-8 weeks. c/o Van Norman Machine Co., 3640 Main St., Springfield, Mass. Itinerary: San Francisco, Chicago, Minneapolis, Houston, St. Louis, Washington, New York, Springfield, others to be arranged. WTD 9/16/66.

Greek navy to procure four survey depth recorders

The General Naval Staff, Ministry of National Defense, has issued Tender No. 51501/66, for procurement of four survey depth recorders.

Bid deadline is Nov. 8.

Bid should offer three survey depth recorders for fixed installation and one portable recorder for survey to water depth of 150 fathoms, to operate from 6 or 12 volt D.C. battery, accuracy 1½% on all scales, graph recorder with 70' chart reel; rate of soundings 300 per minute on foot scale, 50 per minute on fathom scale; draft setting range 0 to 15'; complete with spare parts, fifty rolls of chart paper and installation material.

Copies of tender announcement and specifications are available from the General Hellenic Naval Staff, 2 Paparigopoulou St., Athens, Greece, or on a short-term loan basis to firms located in the U.S., from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

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Calendar *for international traders*

BOSTON—Nov. 1—In-Office Trade Centers & Trade Fairs Workshop, 9:30 a.m., Commerce Department Field Office.

BOSTON—Nov. 16—Selecting Channels for Exporting Workshop, 9:30 a.m., Commerce Field Office.

BRIDGEPORT, Conn.—Nov. 1—Foreign Trade Workshop, first of five weekly meetings, 7-9 p.m. Sponsors: REEC; Chamber of Commerce; Commerce Field Office.

CEDAR FALLS, Iowa—Nov. 2—Foreign Trade Bureau meeting, 10 a.m., Chamber of Commerce Office.

CHICAGO—Oct. 31-Nov. 1—Air Cargo Workshop, Chicago-Sheraton. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

CHICAGO—Nov. 8—Auto Exporters' Club, Builders Bldg.

CHICAGO—Nov. 10—International Trade Club luncheon, Sheraton-Chicago Hotel. Speaker: Russell Baker, Baker, McKenzie & Hightower.

CHICAGO—Nov. 15—In-Office Meeting, Commerce Field Office.

CHICAGO—Nov. 15—In-Office Export Seminar, Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Nov. 16—Credit Management Assn., La Salle Hotel.

CLEVELAND—Nov. 3—World Trade luncheon, 12 noon, Mid-Day Club. Speaker: Morton Marcus, partner, Arthur Andersen & Co.

DES PLAINES, Ill.—Nov. 8—In-Office Meeting. Sponsors: REEC; Chamber of Commerce.

HICKORY, N.C.—Nov. 17—World Trade Assn. Quarterly Meeting, 10 a.m., Holiday Inn. Greensboro REEC Quarterly meeting, 3 p.m., Chamber of Commerce Board Room.

HONOLULU—Nov. 16—Finance & Insurance Seminar, 10 a.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Nov. 8—Meeting for Exporters, Advertising & Sales Executive Club. Sponsors: REEC; International Trade Club; Commerce Field Office.

KANSAS CITY—Nov. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KAUAI, Hawaii—Nov. 4—County Business Export luncheon conference, 12 noon, Kauai Surf. Sponsors: Commerce Department Field Office; REEC.

LOS ANGELES—Nov. 3-4—Air Cargo Workshop, International Inn. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

MADISON, Wisc.—Nov. 10—In-Office Export Expansion Conference, 10 a.m., Chamber of Commerce. Sponsors: Commerce Field Office; Chamber of Commerce.

MEMPHIS—Nov. 15—World Trade Club Election of Officers, Hotel Claridge.

MEMPHIS—Nov. 16—Export Conference on Africa, Cafe St. Clair. Sponsors: Mid-South Exporter's Roundtable; Commerce Field Office.

MILWAUKEE—Nov. 3—World Trade Club monthly meeting, Holiday Inn-Central. Speaker: W. G. Carter, Agency for International Development.

MINNEAPOLIS—Nov. 9—World Trade Assn. dinner meeting.

NASHVILLE—Nov. 9—Foreign Trade Opportunities Seminar, Holiday Inn-Capitol Hill. Sponsor: First American National Bank. Speaker: F. W. Parker, Genesco.

NEW YORK—Nov. 2—National Foreign Trade Convention, Waldorf-Astoria. Speaker: **A. B. Trowbridge, deputy assistant secretary, Department of Commerce.**

NEW YORK—Nov. 3—Profits in Exports Meeting, Sheraton Atlantic Hotel. Sponsors: Assn. of Knitted Fabrics Manufacturers, Inc.; Commerce Department Field Office.

NEW YORK—Nov. 3—Export Training Course. To run six consecutive Thursday evenings. Sponsors: Seamen's Church Institute; REEC; Commerce Department Field Office.

NEW YORK—Nov. 7—FCIB Round Table Conference, 1:30 p.m., Advertising Club.

NEW YORK—Nov. 10—Overseas Auto Club, 12 noon, Summit Hotel.

NEW YORK—Nov. 15—Meeting with international department officials of Chase Manhatten Bank, Chase Manhatten Plaza. Sponsors: Commerce Field Office; Chase Manhatten Bank.

NEW YORK—Nov. 16—Profits in Exports Meeting. Sheraton Atlantic Hotel. Sponsors: Allied Underwear Manufacturers Assn.; Commerce Field Office.

NEW YORK—Nov. 17—International Executives Assn. luncheon meeting aboard the S.S. Santa Rosa. Speaker: W. J. McNeil, president, Grace Line, Inc.

PHOENIX—Nov. 10—In-Office Export Workshop, 10 a.m., New Federal Bldg. Sponsors: REEC; Commerce Field Office.

POINT CLEAR, Ala.—Nov. 10-11—REEC Annual Meeting, Grand Hotel.

ST. LOUIS—Nov. 8—Export Workshop, 2-4 p.m., Federal Bldg. Sponsors: REEC; Commerce Department Field Office.

SAN DIEGO—Nov. 3-4—Southwest Transport Seminar, Kona Kai Club.

SANTURCE, P.R.—Nov. 15—In-Office Export Seminar, 9:30-12 noon. Sponsors: REEC; P.R. Department of Commerce; U.S. Commerce Field Office.

SALT LAKE CITY—Nov. 1—Export Shipping Conference, 9:30 a.m., University of Utah College of Business. Sponsors: REEC; Commerce Field Office.

SALT LAKE CITY—Nov. 8—Workshop for Exporters, 2 p.m., Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

SAVANNAH, Ga.—Nov. 15—Export Expansion Conference, 9 a.m., Hunter Air Force Base. Sponsors: REEC; Propellor Club; Chamber of Commerce; Commerce Field Office.

STATEN ISLAND, N.Y.—Nov. 7—Profits in Exports Meeting, Chamber of Commerce, 130 Bay St. Sponsors: Chamber of Commerce; Commerce Field Office.

TORRANCE, Calif.—Nov. 17—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce Offices. Sponsors: Chamber of Commerce; Commerce Field Office.

WHITE PLAINS, N.Y.—Nov. 9—Foreign Trade Council monthly luncheon meeting, 12 noon, Continental Restaurant. Sponsor: White Plains Chamber of Commerce.

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